



**STATE OF MICHIGAN  
ENTERPRISE PROCUREMENT**

Department of Technology, Management, and Budget  
320 S. Walnut Street 2nd Floor Lansing, MI 48933  
P.O. BOX 30026 LANSING, MICHIGAN 48909

**CONTRACT CHANGE NOTICE**

Change Notice Number **3**  
to  
Contract Number **MA220000001026**

<b>CONTRACTOR</b>	The Young Conway Group LLC
	7310 Woodward Avenue, Suite 740B
	Detroit MI 48202
	Molly Conway
	734-369-0816
	mconway@theyoungconwaygroup.com

<b>STATE</b>	<b>Program Manager</b>	Various	TREA
<b>STATE</b>	<b>Contract Administrator</b>	Adam Ashley	DTMB
		(517)-855-1376	
		ashleya2@michigan.gov	

CONTRACT SUMMARY				
Consultant Services for Schools and Local Units of Government – Prequalified Contract				
INITIAL EFFECTIVE DATE	INITIAL EXPIRATION DATE	INITIAL AVAILABLE OPTIONS	EXPIRATION DATE BEFORE	
June 1, 2022	May 31, 2025	2 - 12 Months	May 31, 2025	
PAYMENT TERMS		DELIVERY TIMEFRAME		
Net 45		N/A		
ALTERNATE PAYMENT OPTIONS			EXTENDED PURCHASING	
<input type="checkbox"/> P-Card <input type="checkbox"/> Direct Voucher (PRC) <input type="checkbox"/> Other			<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
MINIMUM DELIVERY REQUIREMENTS				
N/A				
DESCRIPTION OF CHANGE NOTICE				
OPTION	LENGTH OF OPTION	EXTENSION	LENGTH OF EXTENSION	REVISED EXP. DATE
<input type="checkbox"/>		<input type="checkbox"/>		
CURRENT VALUE	VALUE OF CHANGE NOTICE	ESTIMATED AGGREGATE CONTRACT VALUE		
\$202,400.00	\$0.00	\$202,400.00		
DESCRIPTION				
Effective September 6th, 2024, the State Contract Administrator has been updated to Adam Ashley.				
Email: ashleya2@michigan.gov				
Phone: (517)-855-1376				
All other terms, conditions, specifications and pricing remain the same. Per Contractor and agency agreement, and DTMB Central Procurement Services approval.				

**Program Managers  
for  
Multi-Agency and Statewide Contracts**

AGENCY	NAME	PHONE	EMAIL
TREA	Jessica Thomas	517-335-1215	Thomasj45@michigan.gov
TREA	Kevin Smith	313-456-4279	SmithK155@michigan.gov



**STATE OF MICHIGAN  
CENTRAL PROCUREMENT SERVICES**

Department of Technology, Management, and Budget  
320 S. WALNUT ST., LANSING, MICHIGAN 48933  
P.O. BOX 30026 LANSING, MICHIGAN 48909

**CONTRACT CHANGE NOTICE**

Change Notice Number **2 - Revised**  
to  
Contract Number **220000001026**

<b>CONTRACTOR</b>	The Young Conway Group LLC
	7310 Woodward Avenue, Suite 740B
	Detroit, MI 48202
	Molly Conway
	734-369-0816
	mconway@theyoungconwaygroup.com
	VS0227384

<b>STATE</b>	<b>Program Manager</b>	Jessica Thomas	TREA
		517-335-1215	
	Thomasj45@michigan.gov		
	<b>Contract Administrator</b>	Jordana Sager	DTMB
(517) 896-1903			
sagerj2@michigan.gov			

**CONTRACT SUMMARY**

CONSULTANT SERVICES FOR SCHOOLS AND LOCAL UNITS OF GOVERNMENT – PREQUALIFIED CONTRACT

INITIAL EFFECTIVE DATE	INITIAL EXPIRATION DATE	INITIAL AVAILABLE OPTIONS	EXPIRATION DATE BEFORE
June 1, 2022	May 31, 2025	2 - 1 Year	May 31, 2025
PAYMENT TERMS		DELIVERY TIMEFRAME	
		N/A	
ALTERNATE PAYMENT OPTIONS			EXTENDED PURCHASING
<input type="checkbox"/> P-Card <input type="checkbox"/> PRC <input type="checkbox"/> Other			<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No

**MINIMUM DELIVERY REQUIREMENTS**

N/A

**DESCRIPTION OF CHANGE NOTICE**

OPTION	LENGTH OF OPTION	EXTENSION	LENGTH OF EXTENSION	REVISED EXP. DATE
<input type="checkbox"/>		<input type="checkbox"/>		N/A
CURRENT VALUE	VALUE OF CHANGE NOTICE	ESTIMATED AGGREGATE CONTRACT VALUE		
\$20,000.00	\$182,400.00	\$202,400.00		

**DESCRIPTION**

Effective June 29, 2023, the attached Schedule A - Statement of Work, Schedule B - Pricing, and associated \$182,400.00 are hereby added to the Contract for use by TREASURY.

All other terms, conditions, specifications and pricing remain the same. Per contractor and agency agreement, and DTMB Central Procurement approval.

# SCHEDULE A - STATEMENT OF WORK CONTRACT ACTIVITIES

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## CN 2 - 220000001026

For School District and Local Government Consulting Services -  
Financial Services for Flint Community Schools

### BACKGROUND

The Department of Treasury's Bureau of Local Governments and School Services (the State) is seeking to provide accounting services to help in the transition of a new Chief Financial Officer (CFO) for Flint Community Schools (the District). The District CFO, Executive Director of Finance, has resigned from the District effective April 6, 2023. The finance office of the District is comprised of the following staff:

- Accounts Payable Specialist
- Grant Accountant
- Payroll Specialist
- Controller (vacant)
- CFO Executive Director of Finance (vacant as of April 6, 2023)

The District requires assistance in accounting and financial tasks performed by the CFO and the Controller of the District for a minimum of 60 calendar days.

### SCOPE

The Contractor will supervise the activities of the District finance staff, prepare the 2023-2024 Budget, supervise account reconciliation and preparation of the audit schedules, coordinate the year end audit, file all local, State and federally required reports. Direct District fiscal functions in accordance with generally accepted accounting principles and district policy.

## 1. Requirements

### 1.1. General Requirements

The Contractor must:

- A. Direct the District fiscal activities in accordance with generally accepted accounting principles and District policies. This includes but is not limited to budget monitoring and preparation, account reconciliation, local, State, and federal reporting, grant monitoring and District finance staff supervision.
- B. Prepare and monitor all district budgets, board resolutions in a collaborative approach with departmental leadership, including the 2023-2024 budget.
- C. General administration of all accounting functions for all district funds including internal controls.

- D. Implement and maintain effective internal controls safeguarding District assets and resources.
- E. Prepare District year-end financial statements, and year-end audit schedules and coordinate the annual financial audit report.
- F. Prepare and oversee the preparation of all monthly financial reports and ensure they meet all local, State, and federal requirements including timely submission.
- G. Monitor District cash flow, including investments.
- H. Work with District staff to ensure timely monthly reconciliation of all bank accounts.
- I. Prepare documents and information related to school millage elections, bonding, and other financial issues. (L-4029, SBLF)
- J. Ensure timely payment of all debt payments.
- K. Coordinate transportation, operations, and food service departmental budgets and State reports with supervisors.
- L. Supervise District staff in reconciling general ledger accounts and preparation of journal entries as required.
- M. Supervise District staff in reconciling receipts and expenditures of all grant funds, and request funds from all granting agencies as required.
- N. Supervise the functions of the District staff finance personnel to ensure timely completion of tasks and coordination with other District personnel.
- O. Report to District personnel as assigned by the State Program Manager.

## **1.2. Conflict of Interest**

Contractor must identify any potential conflicts of interest in performing the services described in this SOW. Contractor agrees that should a conflict of interest arise during the performance of these SOW activities, a discussion will be initiated with all involved parties before moving forward. The Program Manager has the final decision regarding any conflict of interest, real or perceived, and the continuation of Contract activities.

**2. Service Requirements**

**2.1. Timeframes**

It is intended that the Contractor will assist the District with CFO responsibilities until the District hires a new CFO. Estimating an exact timeframe for the services outlined in this SOW is difficult, however the Contractor should anticipate a minimum of 60 calendar days. It is possible services will be needed beyond 60 days.

**3. Acceptance**

**3.1. Acceptance**

The State will use the following criteria to determine acceptance of the Contract Activities:  
 Review and approval of weekly progress reporting (see Section 5.3 Reporting) by the State Program Manager.

Contractor attendance at the weekly touchpoint meetings (see Section 5.2 Meetings).

**4. Staffing**

**4.1. Contractor Representative**

The Contractor appoints:

Molly Conway, Esq.  
 Chief Administrative Officer  
 7310 Woodward Avenue, Suite 740B  
 Detroit, MI 48202  
[mconway@theyoungconwaygroup.com](mailto:mconway@theyoungconwaygroup.com)  
 (734) 369-0816

as the Contractor Representative assigned to State of Michigan accounts, who will respond to State inquiries regarding the Contract Activities, answer questions related to ordering and delivery, etc. (the “Contractor Representative”).

The Contractor must notify the Contract Administrator at least 5 calendar days before removing or assigning a new Contractor Representative.

**4.2. Program Manager**

The Program Manager for each party related to this SOW will monitor and coordinate the day-to-day activities of the Contract (each a “**Program Manager**”):

State:	Contractor:
<b>Nancy Hoover</b> <b>430 W Allegan St</b> <b>Lansing, MI</b> <b>HooverN2@michigan.gov</b> <b>517-335-1215</b>	<b>Brian C. Jones</b> <b>16400 North Park Drive #302</b> <b>Southfield, Michigan 48075</b> <b><u>BJones@theyoungconwaygroup.com</u></b> <b><u>Nairb11@att.net</u></b> <b>313.737.1874</b>

The Program Manager may assign certain duties to a designee within the State or the District.

**4.3. Work Hours**

See Master Contract Schedule A - Section 3.2.

**4.4. Key Personnel**

The Contractor must appoint individuals who will be directly responsible for the day-to-day operations of the Contract (“Key Personnel”). Key Personnel must be specifically assigned to the State account, be knowledgeable on the contractual requirements, and respond to State inquiries within 24 hours. See applicable master contract Schedule A - SOW section for more details on Key Personnel.

**Contractor’s Key Personnel must be on-site at the District’s financial offices during the District’s normal operating hours.**

**A.** The Contractor must identify all Key Personnel that will be assigned to this contract in the table below which includes the following:

1. Name and title of staff that will be designated as Key Personnel.
2. Key Personnel years of experience in the current classification.
3. Identify which of the required key personnel positions they are fulfilling.
4. Identify if each Key Personnel is a direct, subcontract, or contract employee.
5. Identify if each Key Personnel staff member is employed full-time (FT), part-time (PT) or temporary (T), including consultants used for the purpose of providing information for the proposal.
6. List each Key Personnel staff member’s length of employment or affiliation with the Contractor’s organization.
7. Identify each Key Personnel’s percentage of work time devoted to this Contract.
8. Identify where each Key Personnel staff member will be physically located (city and state) during the Contract performance.

*<Add more rows below as needed>*

1. Name	2. Years of Experience in Current Classification	3. Role(s) / Responsibilities	4. Direct / Subcontract/ Contract	5. % of Work Time	6. Physical Location
Brian C. Jones	30 Years	All CFO functions required.	Direct	100%	Flint Schools District Office
Luska German	20 Years	Controller functions, <b>if needed.</b>	Direct	Up to 100% <b>if needed</b>	Flint Schools District Office

#### **4.5. Disclosure of Subcontractors**

No Subcontractors have been identified for the services outlined in Schedule A.

If the need for Subcontractors is identified during the course of business activities, Refer to Master Contract Schedule A – Section 3.6 for required details and documentation.

#### **4.6. Security**

The Contractor must explain any additional security measures in place to ensure the security of State of Michigan facilities and District. The Contractor's staff may be required to make deliveries to or enter State facilities. The Contractor must: (a) explain how it intends to ensure the security of State facilities, (b) whether it uses uniforms and ID badges, etc., (c) identify the company that will perform background checks, and (d) the scope of the background checks.

### **5. Project Management**

#### **5.1. Project Plan**

The Contractor will carry out this project under the direction and control of the Program Manager. Within 5 (five) calendar days of the Effective Date, the Contractor must submit a final project plan to the Program Manager for approval. The plan must include: (a) the Contractor's organizational chart with names and title of personnel assigned to the project, which must align with the staffing stated in accepted proposals; and (b) the project breakdown showing sub-projects, tasks, timeline, and resources required.

#### **5.2. Meetings**

The Contractor must attend the following meetings:

A kickoff meeting with State and District participants at a location to be selected by the District.

A weekly touchpoint to discuss status of the District financial operations. The State may request other meetings, as it deems appropriate.

#### **5.3. Reporting**

The Contractor must submit to the Program Manager the following written reports:

Weekly updates on the status of the District's financial operations. Reports will be due Monday (or next business day if falling on a State holiday) for the previous week.

The report must include, but is not limited to, major functions of the finance office: accounts payable, payroll, cash receipts, debt, fixed assets, cash flow and grants.

### **6. Pricing**

#### **6.1. Price Term**

Pricing is firm for the entire length of the engagement related to this SOW. Contractor pricing must not exceed rates provided in Schedule B of the master contract.

### **7. Ordering**

#### **7.1. Authorizing Document**

See master contract Schedule A - SOW section 6.1 for details.



Note: The initial Delivery Order (DO) may only be funded for costs for the first 60 days. DO amounts can be increased if additional time is required.

## **8. Invoice and Payment**

### **8.1. Invoice Requirements**

See master contract Schedule A - Invoices shall be submitted no later than 15 calendar days from the last day of the month. All invoices submitted to the State must include: (a) date; (b) purchase order; (c) hours; (d) description of the contract activities; (e) unit price; (f) shipping cost (if any); (g) vendor-generated invoice number; and (h) total price. *Overtime, holiday pay, and travel expenses will **not** be paid.*

### **8.2. Payment Methods**

See master contract Schedule A - SOW section 7.2 for details.

## **9. Liquidated Damages**

See master contract Schedule A - SOW section 9. for details.

# SCHEDULE B PRICING

**The Young Conway Group**

**MA 220000001026**

For School District and Local Government Consulting Services -  
 Financial Services for Flint Community Schools

1. Price proposals must include all costs, including but not limited to, any one-time or set-up charges, fees, and potential costs that Contractor may charge the State (e.g., shipping and handling, per piece pricing, and palletizing).
2. **NOTES:**
  - a. As a reminder, *overtime, holiday pay, and travel expenses will **not** be paid.*
  - b. Provide the hourly rate (not-to-exceed) for each staff level and all applicable personnel assigned to the Contract for the proposed services. For example, please indicate positions at Senior Manager, Director, Manager, etc. Senior levels, entry level staff, as well as Specialty Services (e.g., Cyber engineer, Subject Matter Expert, etc.).
  - c. Hourly Rates must not exceed rates provided in Schedule B of the master contract.

**Key Personnel:**

Staff Role	Staff Member	SOM Discounted Rate for initial 60 days <sup>1</sup>
Managing Director	Brian Jones	\$395

Time After 60 Days	SOM Discounted Rate for Brian Jones
Month 1	\$350

<sup>1</sup> Hourly rates will not exceed the “SOM Discounted Rate.”

**Additional rates contingent upon staff necessity for completion of requirements outlined in Schedule A. Total billable hours for support staff not to exceed 5 hours per work week\*:**

Staff Role	Staff Member	SOM Discounted Rate <sup>2</sup>
CEO/Senior Managing Director	Alan C. Young	\$695
President	Van E. Conway	\$695
Chief Operations Officer/Senior Managing Director	Rajeev Shah	\$495
Senior Managing Director	David W. Jones	\$495
Senior Managing Director	Greg E. Roberts	\$495
CAO & General Counsel	Molly K. Conway	\$395
Managing Director	Patrick W. Kelleher	\$395
Managing Director	Luska German	\$395
Managing Director	James Wilde	\$395
Director	Surender Gupta	\$290
Director	Yonko Tsenkov	\$290
Director	Aaron C. Young	\$290
Senior Associate	Swapna R. Diwekar	\$190
Senior Associate	Loraie Grayson	\$190
Senior Associate	Rakhi Kapoor	\$190
Senior Associate	Ervin S. Piontek	\$190
Associate	Aaron Agaronova	\$110
Associate	Kayla R. Alexander	\$110
Associate	William Copland	\$110
Associate	Mary Fitch	\$110
Associate	Inysia Kader	\$110
Associate	Sahar N. Khan	\$110
Associate	Jin Ma	\$110
Associate	Swati Ogale	\$110
Associate	Diamond Reynolds	\$110
Associate	Saloni N. Sawkar	\$110
Associate	Greg Scotland	\$110
Associate	Ji Tongle	\$110
Associate	Rob Treba	\$110
Paraprofessional		\$115

**\*Hourly limitations do not apply to Key Personnel in addition to Brian Jones listed in Schedule A Section 4.4.**

<sup>2</sup> Hourly rates will not exceed the "SOM Discounted Rate."

**Total Costs:**

Total Cost Estimate for 60 Days	\$126,400.00
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**Costs per Month after 60 Days:**

Month 1	\$56,000.00 <sup>3</sup>
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The above is an estimate based on an assumption of 40 billable hours per week. Should additional hours be needed to fulfill the contract specified statement of work, the actual cost may be more. The above 60-day estimate also assumes that the initially contemplated 60-day duration is equivalent to 8 weeks (for purposes of calculating total billable hours and initial 60-day cost).

**Fixed budget for costs related to services outlined in Schedule A: \$182,400.00**

**Billable hours must not exceed fixed budget in costs.**

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<sup>3</sup> Additional discount given to SOM via reduction in hourly rate of Brian Jones (\$350.00).



**STATE OF MICHIGAN**  
**CENTRAL PROCUREMENT SERVICES**  
 Department of Technology, Management, and Budget  
 320 S. WALNUT ST., LANSING, MICHIGAN 48933  
 P.O. BOX 30026 LANSING, MICHIGAN 48909

**CONTRACT CHANGE NOTICE**

Change Notice Number **2**  
 to  
 Contract Number **220000001026**

<b>CONTRACTOR</b>	The Young Conway Group LLC
	7310 Woodward Avenue, Suite 740B
	Detroit, MI 48202
	Molly Conway
	734-369-0816
	mconway@theyoungconwaygroup.com
	VS0227384

<b>STATE</b>	<b>Program Manager</b>	Jessica Thomas	TREA
		517-335-1215	
	Thomasj45@michigan.gov		
	<b>Contract Administrator</b>	Jordana Sager	DTMB
(517) 896-1903			
sagerj2@michigan.gov			

**CONTRACT SUMMARY**

CONSULTANT SERVICES FOR SCHOOLS AND LOCAL UNITS OF GOVERNMENT – PREQUALIFIED CONTRACT

INITIAL EFFECTIVE DATE	INITIAL EXPIRATION DATE	INITIAL AVAILABLE OPTIONS	EXPIRATION DATE BEFORE
June 1, 2022	May 31, 2025	2 - 1 Year	May 31, 2025

PAYMENT TERMS	DELIVERY TIMEFRAME
	N/A

ALTERNATE PAYMENT OPTIONS	EXTENDED PURCHASING
<input type="checkbox"/> P-Card <input type="checkbox"/> PRC <input type="checkbox"/> Other	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No

**MINIMUM DELIVERY REQUIREMENTS**  
 N/A

**DESCRIPTION OF CHANGE NOTICE**

OPTION	LENGTH OF OPTION	EXTENSION	LENGTH OF EXTENSION	REVISED EXP. DATE
<input type="checkbox"/>		<input type="checkbox"/>		N/A
CURRENT VALUE	VALUE OF CHANGE NOTICE	ESTIMATED AGGREGATE CONTRACT VALUE		
\$20,000.00	\$182,400.00	\$202,400.00		

**DESCRIPTION**

Effective May 16, 2023, the attached Schedule A - Statement of Work and associated \$182,400.00 are hereby added to the Contract for use by TREASURY.

All other terms, conditions, specifications and pricing remain the same. Per contractor and agency agreement, and DTMB Central Procurement approval.

# SCHEDULE A - STATEMENT OF WORK CONTRACT ACTIVITIES

---

## CN 2 - 220000001026

For School District and Local Government Consulting Services -  
Financial Services for Flint Community Schools

### BACKGROUND

The Department of Treasury's Bureau of Local Governments and School Services (the State) is seeking to provide accounting services to help in the transition of a new Chief Financial Officer (CFO) for Flint Community Schools (the District). The District CFO, Executive Director of Finance, has resigned from the District effective April 6, 2023. The finance office of the District is comprised of the following staff:

- Accounts Payable Specialist
- Grant Accountant
- Payroll Specialist
- Controller (vacant)
- CFO Executive Director of Finance (vacant as of April 6, 2023)

The District requires assistance in accounting and financial tasks performed by the CFO and the Controller of the District for a minimum of 60 calendar days.

### SCOPE

The Contractor will supervise the activities of the District finance staff, prepare the 2023-2024 Budget, supervise account reconciliation and preparation of the audit schedules, coordinate the year end audit, file all local, State and federally required reports. Direct District fiscal functions in accordance with generally accepted accounting principles and district policy.

## 1. Requirements

### 1.1. General Requirements

The Contractor must:

- A. Direct the District fiscal activities in accordance with generally accepted accounting principles and District policies. This includes but is not limited to budget monitoring and preparation, account reconciliation, local, State, and federal reporting, grant monitoring and District finance staff supervision.
- B. Prepare and monitor all district budgets, board resolutions in a collaborative approach with departmental leadership, including the 2023-2024 budget.
- C. General administration of all accounting functions for all district funds including internal controls.

- D. Implement and maintain effective internal controls safeguarding District assets and resources.
- E. Prepare District year-end financial statements, and year-end audit schedules and coordinate the annual financial audit report.
- F. Prepare and oversee the preparation of all monthly financial reports and ensure they meet all local, State, and federal requirements including timely submission.
- G. Monitor District cash flow, including investments.
- H. Work with District staff to ensure timely monthly reconciliation of all bank accounts.
- I. Prepare documents and information related to school millage elections, bonding, and other financial issues. (L-4029, SBLF)
- J. Ensure timely payment of all debt payments.
- K. Coordinate transportation, operations, and food service departmental budgets and State reports with supervisors.
- L. Supervise District staff in reconciling general ledger accounts and preparation of journal entries as required.
- M. Supervise District staff in reconciling receipts and expenditures of all grant funds, and request funds from all granting agencies as required.
- N. Supervise the functions of the District staff finance personnel to ensure timely completion of tasks and coordination with other District personnel.
- O. Report to District personnel as assigned by the State Program Manager.

## **1.2. Conflict of Interest**

Contractor must identify any potential conflicts of interest in performing the services described in this SOW. Contractor agrees that should a conflict of interest arise during the performance of these SOW activities, a discussion will be initiated with all involved parties before moving forward. The Program Manager has the final decision regarding any conflict of interest, real or perceived, and the continuation of Contract activities.

**2. Service Requirements**

**2.1. Timeframes**

It is intended that the Contractor will assist the District with CFO responsibilities until the District hires a new CFO. Estimating an exact timeframe for the services outlined in this SOW is difficult, however the Contractor should anticipate a minimum of 60 calendar days. It is possible services will be needed beyond 60 days.

**3. Acceptance**

**3.1. Acceptance**

The State will use the following criteria to determine acceptance of the Contract Activities:  
 Review and approval of weekly progress reporting (see Section 5.3 Reporting) by the State Program Manager.

Contractor attendance at the weekly touchpoint meetings (see Section 5.2 Meetings).

**4. Staffing**

**4.1. Contractor Representative**

The Contractor appoints:

Molly Conway, Esq.  
 Chief Administrative Officer  
 7310 Woodward Avenue, Suite 740B  
 Detroit, MI 48202  
[mconway@theyoungconwaygroup.com](mailto:mconway@theyoungconwaygroup.com)  
 (734) 369-0816

as the Contractor Representative assigned to State of Michigan accounts, who will respond to State inquiries regarding the Contract Activities, answer questions related to ordering and delivery, etc. (the “Contractor Representative”).

The Contractor must notify the Contract Administrator at least 5 calendar days before removing or assigning a new Contractor Representative.

**4.2. Program Manager**

The Program Manager for each party related to this SOW will monitor and coordinate the day-to-day activities of the Contract (each a “**Program Manager**”):

State:	Contractor:
<b>Nancy Hoover</b> <b>430 W Allegan St</b> <b>Lansing, MI</b> <b>HooverN2@michigan.gov</b> <b>517-335-1215</b>	<b>Brian C. Jones</b> <b>16400 North Park Drive #302</b> <b>Southfield, Michigan 48075</b> <b><u><a href="mailto:BJones@theyoungconwaygroup.com">BJones@theyoungconwaygroup.com</a></u></b> <b><u><a href="mailto:Nairb11@att.net">Nairb11@att.net</a></u></b> <b>313.737.1874</b>

The Program Manager may assign certain duties to a designee within the State or the District.



**4.3. Work Hours**

See Master Contract Schedule A - Section 3.2.

**4.4. Key Personnel**

The Contractor must appoint individuals who will be directly responsible for the day-to-day operations of the Contract (“Key Personnel”). Key Personnel must be specifically assigned to the State account, be knowledgeable on the contractual requirements, and respond to State inquiries within 24 hours. See applicable master contract Schedule A - SOW section for more details on Key Personnel.

**Contractor’s Key Personnel must be on-site at the District’s financial offices during the District’s normal operating hours.**

**A.** The Contractor must identify all Key Personnel that will be assigned to this contract in the table below which includes the following:

1. Name and title of staff that will be designated as Key Personnel.
2. Key Personnel years of experience in the current classification.
3. Identify which of the required key personnel positions they are fulfilling.
4. Identify if each Key Personnel is a direct, subcontract, or contract employee.
5. Identify if each Key Personnel staff member is employed full-time (FT), part-time (PT) or temporary (T), including consultants used for the purpose of providing information for the proposal.
6. List each Key Personnel staff member’s length of employment or affiliation with the Contractor’s organization.
7. Identify each Key Personnel’s percentage of work time devoted to this Contract.
8. Identify where each Key Personnel staff member will be physically located (city and state) during the Contract performance.

*<Add more rows below as needed>*

1. Name	2. Years of Experience in Current Classification	3. Role(s) / Responsibilities	4. Direct / Subcontract/ Contract	5. % of Work Time	6. Physical Location
Brian C. Jones	30 Years	All CFO functions required.	Direct	100%	Flint Schools District Office
Luska German	20 Years	Controller functions, <b>if needed.</b>	Direct	Up to 100% <b>if needed</b>	Flint Schools District Office

#### **4.5. Disclosure of Subcontractors**

No Subcontractors have been identified for the services outlined in Schedule A.

If the need for Subcontractors is identified during the course of business activities, Refer to Master Contract Schedule A – Section 3.6 for required details and documentation.

#### **4.6. Security**

The Contractor must explain any additional security measures in place to ensure the security of State of Michigan facilities and District. The Contractor's staff may be required to make deliveries to or enter State facilities. The Contractor must: (a) explain how it intends to ensure the security of State facilities, (b) whether it uses uniforms and ID badges, etc., (c) identify the company that will perform background checks, and (d) the scope of the background checks.

### **5. Project Management**

#### **5.1. Project Plan**

The Contractor will carry out this project under the direction and control of the Program Manager. Within 5 (five) calendar days of the Effective Date, the Contractor must submit a final project plan to the Program Manager for approval. The plan must include: (a) the Contractor's organizational chart with names and title of personnel assigned to the project, which must align with the staffing stated in accepted proposals; and (b) the project breakdown showing sub-projects, tasks, timeline, and resources required.

#### **5.2. Meetings**

The Contractor must attend the following meetings:

A kickoff meeting with State and District participants at a location to be selected by the District.

A weekly touchpoint to discuss status of the District financial operations. The State may request other meetings, as it deems appropriate.

#### **5.3. Reporting**

The Contractor must submit to the Program Manager the following written reports:

Weekly updates on the status of the District's financial operations. Reports will be due Monday (or next business day if falling on a State holiday) for the previous week.

The report must include, but is not limited to, major functions of the finance office: accounts payable, payroll, cash receipts, debt, fixed assets, cash flow and grants.

### **6. Pricing**

#### **6.1. Price Term**

Pricing is firm for the entire length of the engagement related to this SOW. Contractor pricing must not exceed rates provided in Schedule B of the master contract.

### **7. Ordering**

#### **7.1. Authorizing Document**

See master contract Schedule A - SOW section 6.1 for details.

Note: The initial Delivery Order (DO) may only be funded for costs for the first 60 days. DO amounts can be increased if additional time is required.

## **8. Invoice and Payment**

### **8.1. Invoice Requirements**

See master contract Schedule A - Invoices shall be submitted no later than 15 calendar days from the last day of the month. All invoices submitted to the State must include: (a) date; (b) purchase order; (c) hours; (d) description of the contract activities; (e) unit price; (f) shipping cost (if any); (g) vendor-generated invoice number; and (h) total price. *Overtime, holiday pay, and travel expenses will **not** be paid.*

### **8.2. Payment Methods**

See master contract Schedule A - SOW section 7.2 for details.

## **9. Liquidated Damages**

See master contract Schedule A - SOW section 9. for details.

# SCHEDULE B PRICING

**CN 2 - 220000001026**

For School District and Local Government Consulting Services -  
 Financial Services for Flint Community Schools

1. Price proposals must include all costs, including but not limited to, any one-time or set-up charges, fees, and potential costs that Contractor may charge the State (e.g., shipping and handling, per piece pricing, and palletizing).
2. **NOTES:**
  - a. As a reminder, *overtime, holiday pay, and travel expenses will **not** be paid.*
  - b. Provide the hourly rate (not-to-exceed) for each staff level and all applicable personnel assigned to the Contract for the proposed services. For example, please indicate positions at Senior Manager, Director, Manager, etc. Senior levels, entry level staff, as well as Specialty Services (e.g., Cyber engineer, Subject Matter Expert, etc.).
  - c. Hourly Rates must not exceed rates provided in Schedule B of the master contract.

**Key Personnel:**

Staff Role	Staff Member	SOM Discounted Rate for initial 60 days <sup>1</sup>
Managing Director	Brian Jones	\$395

Time After 60 Days	SOM Discounted Rate for Brian Jones
Month 1	\$350
Month 2	\$345
Month 3	\$340

<sup>1</sup> Hourly rates will not exceed the “SOM Discounted Rate.”

**Additional rates contingent upon staff necessity for completion of requirements outlined in Schedule A:**

Staff Role	Staff Member	SOM Discounted Rate <sup>2</sup>
CEO/Senior Managing Director	Alan C. Young	\$695
President	Van E. Conway	\$695
Chief Operations Officer/Senior Managing Director	Rajeev Shah	\$495
Senior Managing Director	David W. Jones	\$495
Senior Managing Director	Greg E. Roberts	\$495
CAO & General Counsel	Molly K. Conway	\$395
Managing Director	Patrick W. Kelleher	\$395
Managing Director	Luska German	\$395
Managing Director	James Wilde	\$395
Director	Surender Gupta	\$290
Director	Yonko Tsenkov	\$290
Director	Aaron C. Young	\$290
Senior Associate	Swapna R. Diwekar	\$190
Senior Associate	Loraie Grayson	\$190
Senior Associate	Rakhi Kapoor	\$190
Senior Associate	Ervin S. Piontek	\$190
Associate	Aaron Agaronova	\$110
Associate	Kayla R. Alexander	\$110
Associate	William Copland	\$110
Associate	Mary Fitch	\$110
Associate	Inysia Kader	\$110
Associate	Sahar N. Khan	\$110
Associate	Jin Ma	\$110
Associate	Swati Ogale	\$110
Associate	Diamond Reynolds	\$110
Associate	Saloni N. Sawkar	\$110
Associate	Greg Scotland	\$110
Associate	Ji Tongle	\$110
Associate	Rob Treba	\$110

<sup>2</sup> Hourly rates will not exceed the “SOM Discounted Rate.”

**Total Costs:**

Total Cost Estimate for 60 Days	\$126,400.00
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**Costs per Month after 60 Days:**

Month 1	\$56,000.00 <sup>3</sup>
Month 2*	\$55,200.00 <sup>4</sup>
Month 3*	\$54,400.00 <sup>5</sup>

The above is an estimate based on an assumption of 40 billable hours per week. Should additional hours be needed to fulfill the contract specified statement of work, the actual cost may be more. The above 60-day estimate also assumes that the initially contemplated 60-day duration is equivalent to 8 weeks (for purposes of calculating total billable hours and initial 60-day cost).

\*Dollar amount not added to Master Agreement upon initial award. If business needs determine additional time is required, funds must be added by a contract Change Notice.

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<sup>3</sup> Additional discount given to SOM via reduction in hourly rate of Brian Jones (\$350.00).  
<sup>4</sup> Additional discount given to SOM via reduction in hourly rate of Brian Jones (\$345.00).  
<sup>5</sup> Additional discount given to SOM via reduction in hourly rate of Brian Jones (\$340.00).



**STATE OF MICHIGAN**  
**CENTRAL PROCUREMENT SERVICES**  
 Department of Technology, Management, and Budget  
 320 S. WALNUT ST., LANSING, MICHIGAN 48933  
 P.O. BOX 30026 LANSING, MICHIGAN 48909

**CONTRACT CHANGE NOTICE**

Change Notice Number **1**  
 to  
 Contract Number **220000001026**

<b>CONTRACTOR</b>	The Young Conway Group LLC
	7310 Woodward Avenue, Suite 740B
	Detroit, MI 48202
	Molly Conway
	734-369-0816
	mconway@theyoungconwaygroup.com
	VS0227384

<b>STATE</b>	<b>Program Manager</b>	Jessica Thomas	TREA
		517-335-1215	
	Thomasj45@michigan.gov		
	<b>Contract Administrator</b>	Jordana Sager	DTMB
(517) 896-1903			
sagerj2@michigan.gov			

**CONTRACT SUMMARY**

CONSULTANT SERVICES FOR SCHOOLS AND LOCAL UNITS OF GOVERNMENT – PREQUALIFIED CONTRACT

INITIAL EFFECTIVE DATE	INITIAL EXPIRATION DATE	INITIAL AVAILABLE OPTIONS	EXPIRATION DATE BEFORE
June 1, 2022	May 31, 2025	2 - 1 Year	May 31, 2025

PAYMENT TERMS	DELIVERY TIMEFRAME
	N/A

ALTERNATE PAYMENT OPTIONS	EXTENDED PURCHASING
<input type="checkbox"/> P-Card <input type="checkbox"/> PRC <input type="checkbox"/> Other	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No

**MINIMUM DELIVERY REQUIREMENTS**  
 N/A

**DESCRIPTION OF CHANGE NOTICE**

OPTION	LENGTH OF OPTION	EXTENSION	LENGTH OF EXTENSION	REVISED EXP. DATE
<input type="checkbox"/>		<input type="checkbox"/>		N/A
CURRENT VALUE	VALUE OF CHANGE NOTICE	ESTIMATED AGGREGATE CONTRACT VALUE		
\$20,000.00	\$0.00	\$20,000.00		

**DESCRIPTION**

Effective 02/02/2023, the Contract Administrator has been changed to Jordana Sager:  
 Jordana Sager  
 SagerJ2@michigan.gov  
 517-896-1903

All other terms, conditions, specifications and pricing remain the same. Per contractor and agency agreement, and DTMB Central Procurement approval.



**STATE OF MICHIGAN PROCUREMENT**  
 Department of Technology, Management & Budget  
 320 S. Walnut St., Lansing, Michigan 48909  
 PO Box 30026, Lansing Michigan 48933

**NOTICE OF CONTRACT**

NOTICE OF CONTRACT NO. **220000001026**  
 between  
 THE STATE OF MICHIGAN  
 and

<b>CONTRACTOR</b>	The Young Conway Group LLC
	7310 Woodward Avenue, Suite 740B
	Detroit, MI 48202
	Molly Conway
	734-369-0816
	mconway@theyoungconwaygroup.com
	VS0227384

<b>STATE</b>	Program Manager	Jessica Thomas	Treasury
		517-335-1215	
Contract Administrator	Thomasj45@michigan.gov		
	Courtney Powell	DTMB	
	517-249-0452		
		Powellc11@michigan.gov	

<b>CONTRACT SUMMARY</b>			
<b>DESCRIPTION: Consultant Services for Schools and Local Units of Government – Prequalified Contract</b>			
<b>INITIAL EFFECTIVE DATE</b>	<b>INITIAL EXPIRATION DATE</b>	<b>INITIAL AVAILABLE OPTIONS</b>	<b>EXPIRATION DATE BEFORE CHANGE(S) NOTED BELOW</b>
June 1, 2022	May 31, 2025	2 – 1 Year	N/A
<b>PAYMENT TERMS</b>		<b>DELIVERY TIMEFRAME</b>	
10Net7 and Net 45		N/A	
<b>ALTERNATE PAYMENT OPTIONS</b>			<b>EXTENDED PURCHASING</b>
<input type="checkbox"/> P-card <input type="checkbox"/> Payment Request (PRC) <input type="checkbox"/> Other			<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
<b>MINIMUM DELIVERY REQUIREMENTS</b>			
N/A			
<b>MISCELLANEOUS INFORMATION</b>			
<b>THIS IS NOT AN ORDER: This Contract agreement is awarded on the basis of the State's inquiry bearing solicitation number 220000000841. Orders for delivery will be issued directly by the Department through a Delivery Order (DO).</b>			
<b>ESTIMATED CONTRACT VALUE AT TIME OF EXECUTION</b>			<b>\$20,000.00</b>



**FOR THE CONTRACTOR:**

\_\_\_\_\_  
**Company Name**

\_\_\_\_\_  
**Authorized Agent Signature**

\_\_\_\_\_  
**Authorized Agent** (Print or Type)

\_\_\_\_\_  
**Date**

**FOR THE STATE:**

\_\_\_\_\_  
**Signature**

\_\_\_\_\_  
**Name & Title**

\_\_\_\_\_  
**Agency**

\_\_\_\_\_  
**Date**

# STANDARD CONTRACT TERMS

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This STANDARD CONTRACT (“**Contract**”) is agreed to between the State of Michigan (the “**State**”) and The Young Conway Group LLC (“**Contractor**”), a Michigan limited liability corporation. This Contract is effective on June 1, 2022 (“**Effective Date**”), and unless terminated, expires on May 31, 2025.

This Contract may be renewed for up to two additional one year period(s). Renewal is at the sole discretion of the State and will automatically extend the Term of this Contract. The State will document its exercise of renewal options via Contract Change Notice.

The parties agree as follows:

1. **Duties of Contractor.** Contractor must perform the services and provide the deliverables described in **Schedule A – Statement of Work** (the “**Contract Activities**”). An obligation to provide delivery of any commodity is considered a service and is a Contract Activity.

Contractor must furnish all labor, equipment, materials, and supplies necessary for the performance of the Contract Activities, and meet operational standards, unless otherwise specified in Schedule A.

Contractor must: (a) perform the Contract Activities in a timely, professional, safe, and workmanlike manner consistent with standards in the trade, profession, or industry; (b) meet or exceed the performance and operational standards, and specifications of the Contract; (c) provide all Contract Activities in good quality, with no material defects; (d) not interfere with the State’s operations; (e) obtain and maintain all necessary licenses, permits or other authorizations necessary for the performance of the Contract; (f) cooperate with the State, including the State’s quality assurance personnel, and any third party to achieve the objectives of the Contract; (g) return to the State any State-furnished equipment or other resources in the same condition as when provided when no longer required for the Contract; (h) not make any media releases without prior written authorization from the State; (i) assign to the State any claims resulting from state or federal antitrust violations to the extent that those violations concern materials or services supplied by third parties toward fulfillment of the Contract; (j) comply with all State physical and IT security policies and standards which will be made available upon request; and (k) provide the State priority in performance of the Contract except as mandated by federal disaster response requirements. Any breach under this paragraph is considered a material breach.

Contractor must also be clearly identifiable while on State property by wearing identification issued by the State, and clearly identify themselves whenever making contact with the State.

2. **Notices.** All notices and other communications required or permitted under this Contract must be in writing and will be considered given and received: (a) when verified by written receipt if sent by courier; (b) when actually received if

sent by mail without verification of receipt; or (c) when verified by automated receipt or electronic logs if sent by facsimile or email.

If to State:	If to Contractor:
<b>Courtney Powell</b> <b>320 S. Walnut St</b> <b>Lansing, MI 48933</b> <b>powellc11@michigan.gov</b> <b>517-249-0452</b>	<b>Molly Conway, Esq.</b> <b>Chief Administrative Officer</b> <b>7310 Woodward Avenue, Suite 740B</b> <b>Detroit, MI 48202</b> <b>mconway@theyoungconwaygroup.com</b> <b>(734) 369-0816</b>

3. **Contract Administrator.** The Contract Administrator for each party is the only person authorized to modify any terms of this Contract, and approve and execute any change under this Contract (each a “**Contract Administrator**”):

State:	Contractor:
<b>Courtney Powell</b> <b>320 S. Walnut St</b> <b>Lansing, MI 48933</b> <b>powellc11@michigan.gov</b> <b>517-249-0452</b>	<b>Molly Conway, Esq.</b> <b>Chief Administrative Officer</b> <b>7310 Woodward Avenue, Suite 740B</b> <b>Detroit, MI 48202</b> <b>mconway@theyoungconwaygroup.com</b> <b>(734) 369-0816</b>

4. **Program Manager.** The Program Manager for each party will monitor and coordinate the day-to-day activities of the Contract (each a “**Program Manager**”):

State:	Contractor:
<b>Jessica Thomas</b> <b>430 W Allegan St</b> <b>Lansing MI 48933</b> <b>Thomasj45@michigan.gov</b> <b>517-335-1215</b>	<b>Molly Conway, Esq.</b> <b>Chief Administrative Officer</b> <b>7310 Woodward Avenue, Suite 740B</b> <b>Detroit, MI 48202</b> <b>mconway@theyoungconwaygroup.com</b> <b>(734) 369-0816</b>

5. **Performance Guarantee.** Contractor must at all times have financial resources sufficient, in the opinion of the State, to ensure performance of the Contract and must provide proof upon request. The State may require a performance bond (as specified in Schedule A – Statement of Work) if, in the opinion of the State, it will ensure performance of the Contract.
6. **Insurance Requirements.** Contractor, at its sole expense, must maintain the insurance coverage identified below. All required insurance must: (a) protect the State from claims that may arise out of, are alleged to arise out of, or otherwise result from Contractor's or a subcontractor's performance; (b) be primary and non-contributing to any comparable liability insurance (including self-insurance) carried by the State; and (c) be provided by a company with an A.M. Best rating of "A-" or better, and a financial size of VII or better.

Required Limits	Additional Requirements
<b>Commercial General Liability Insurance</b>	
<b>Minimum Limits:</b> \$1,000,000 Each Occurrence \$1,000,000 Personal & Advertising Injury \$2,000,000 Products/Completed Operations \$2,000,000 General Aggregate	Contractor must have their policy endorsed to add “the State of Michigan, its departments, divisions, agencies, offices, commissions, officers, employees, and agents” as additional insureds using endorsement CG 20 10 11 85, or both CG 20 10 12 19 and CG 20 37 12 19.
<b>Automobile Liability Insurance</b>	
<b>Minimum Limits:</b> \$1,000,000 Per Accident	Contractor must have their policy: (1) endorsed to add “the State of Michigan, its departments, divisions, agencies, offices, commissions, officers, employees, and agents” as additional insureds; and (2) include Hired and Non-Owned Automobile coverage.
<b>Workers' Compensation Insurance</b>	
<b>Minimum Limits:</b> Coverage according to applicable laws governing work activities.	Waiver of subrogation, except where waiver is prohibited by law.
<b>Employers Liability Insurance</b>	
<b>Minimum Limits:</b> \$500,000 Each Accident \$500,000 Each Employee by Disease \$500,000 Aggregate Disease	
<b>Professional Liability (Errors and Omissions) Insurance</b>	
<b>Minimum Limits:</b> \$3,000,000 Each Occurrence \$3,000,000 Annual Aggregate	

Required Limits	Additional Requirements

If any of the required policies provide **claims-made** coverage, the Contractor must: (a) provide coverage with a retroactive date before the Effective Date of the Contract or the beginning of Contract Activities; (b) maintain coverage and provide evidence of coverage for at least three (3) years after completion of the Contract Activities; and (c) if coverage is cancelled or not renewed, and not replaced with another claims-made policy form with a retroactive date prior to the Contract Effective Date, Contractor must purchase extended reporting coverage for a minimum of three (3) years after completion of work.

Contractor must: (a) provide insurance certificates to the Contract Administrator, containing the agreement or delivery order number, at Contract formation and within twenty (20) calendar days of the expiration date of the applicable policies; (b) require that subcontractors maintain the required insurance contained in this Section; (c) notify the Contract Administrator within five (5) business days if any insurance is cancelled; and (d) waive all rights against the State for damages covered by insurance. Failure to maintain the required insurance does not limit this waiver.

This Section is not intended to and is not to be construed in any manner as waiving, restricting or limiting the liability of either party for any obligations under this Contract (including any provisions hereof requiring Contractor to indemnify, defend and hold harmless the State).

7. **Administrative Fee and Reporting.** Contractor must pay an administrative fee of 0.05% with a \$5,000 cap per project on all payments made to Contractor under the Contract including transactions with the State (including its departments, divisions, agencies, offices, and commissions), MiDEAL members, and other states (including governmental subdivisions and authorized entities). Administrative fee payments must be made online by check or credit card at: <https://www.thepayplace.com/mi/dtmb/adminfee>

Contractor must submit an itemized purchasing activity report, which includes at a minimum, the name of the purchasing entity and the total dollar volume in sales. Reports should be mailed to [MiDeal@michigan.gov](mailto:MiDeal@michigan.gov).

The administrative fee and purchasing activity report are due within 30 calendar days from the last day of each calendar quarter.

8. **Extended Purchasing Program.** This contract is extended to MiDEAL members. MiDEAL members include local units of government, school districts, universities, community colleges, and nonprofit hospitals. A current list of MiDEAL members is available at [www.michigan.gov/mideal](http://www.michigan.gov/mideal).

Upon written agreement between the State and Contractor, this contract may also be extended to: (a) other states (including governmental subdivisions and authorized entities) and (b) State of Michigan employees.

If extended, Contractor must supply all Contract Activities at the established Contract prices and terms. The State reserves the right to impose an administrative fee and negotiate additional discounts based on any increased volume generated by such extensions.

Contractor must submit invoices to, and receive payment from, extended purchasing program members on a direct and individual basis.

9. **Independent Contractor.** Contractor is an independent contractor and assumes all rights, obligations and liabilities set forth in this Contract. Contractor, its employees, and agents will not be considered employees of the State. No partnership or joint venture relationship is created by virtue of this Contract. Contractor, and not the State, is responsible for the payment of wages, benefits and taxes of Contractor's employees and any subcontractors. Prior performance does not modify Contractor's status as an independent contractor.

Contractor hereby acknowledges that the State is and will be the sole and exclusive owner of all right, title, and interest in the Contract Activities and all associated intellectual property rights, if any. Such Contract Activities are works made for hire as defined in Section 101 of the Copyright Act of 1976. To the extent any Contract Activities and related intellectual property do not qualify as works made for hire under the Copyright Act, Contractor will, and hereby does, immediately on its creation, assign, transfer and otherwise convey to the State, irrevocably and in perpetuity, throughout the universe, all right, title and interest in and to the Contract Activities, including all intellectual property rights therein.

10. **Subcontracting.** Contractor may not delegate any of its obligations under the Contract without the prior written approval of the State. Contractor must notify the State at least 90 calendar days before the proposed delegation and provide the State any information it requests to determine whether the delegation is in its best interest. If approved, Contractor must: (a) be the sole point of contact regarding all contractual matters, including payment and charges for all Contract Activities; (b) make all payments to the subcontractor; and (c) incorporate the terms and conditions contained in this Contract in any subcontract with a subcontractor. Contractor remains responsible for the completion of the Contract Activities, compliance with the terms of this Contract, and the acts and omissions of the subcontractor. The State, in its sole discretion, may require the replacement of any subcontractor.
11. **Staffing.** The State's Contract Administrator may require Contractor to remove or reassign personnel by providing a notice to Contractor.
12. **Background Checks.** Pursuant to Michigan law, all agencies subject to IRS Pub. 1075 are required to ask the Michigan State Police to perform fingerprint background checks on all employees, including Contractor and Subcontractor employees, who may have access to any database of information maintained by the federal government that contains confidential or personal information, including, but not limited to, federal tax information. Further, pursuant to

Michigan law, any agency described above is prohibited from providing Contractors or Subcontractors with the result of such background check. For more information, please see Michigan Public Act 427 of 2018. Upon request, or as may be specified in Schedule A, Contractor must perform background checks on all employees and subcontractors and its employees prior to their assignment. The scope is at the discretion of the State and documentation must be provided as requested. Contractor is responsible for all costs associated with the requested background checks. The State, in its sole discretion, may also perform background checks.

13. **Assignment.** Contractor may not assign this Contract to any other party without the prior approval of the State. Upon notice to Contractor, the State, in its sole discretion, may assign in whole or in part, its rights or responsibilities under this Contract to any other party. If the State determines that a novation of the Contract to a third party is necessary, Contractor will agree to the novation and provide all necessary documentation and signatures.
14. **Change of Control.** Contractor will notify within 30 days of any public announcement or otherwise once legally permitted to do so, the State of a change in Contractor's organizational structure or ownership. For purposes of this Contract, a change in control means any of the following: (a) a sale of more than 50% of Contractor's stock; (b) a sale of substantially all of Contractor's assets; (c) a change in a majority of Contractor's board members; (d) consummation of a merger or consolidation of Contractor with any other entity; (e) a change in ownership through a transaction or series of transactions; (f) or the board (or the stockholders) approves a plan of complete liquidation. A change of control does not include any consolidation or merger effected exclusively to change the domicile of Contractor, or any transaction or series of transactions principally for bona fide equity financing purposes.

In the event of a change of control, Contractor must require the successor to assume this Contract and all of its obligations under this Contract.

15. **Ordering.** Contractor is not authorized to begin performance until receipt of authorization as identified in Schedule A.
16. **Acceptance.** Contract Activities are subject to inspection and testing by the State within 30 calendar days of the State's receipt of them ("**State Review Period**"), unless otherwise provided in Schedule A. If the Contract Activities are not fully accepted by the State, the State will notify Contractor by the end of the State Review Period that either: (a) the Contract Activities are accepted but noted deficiencies must be corrected; or (b) the Contract Activities are rejected. If the State finds material deficiencies, it may: (i) reject the Contract Activities without performing any further inspections; (ii) demand performance at no additional cost; or (iii) terminate this Contract in accordance with Section 23, Termination for Cause.

Within 10 business days from the date of Contractor's receipt of notification of acceptance with deficiencies or rejection of any Contract Activities, Contractor must cure, at no additional cost, the deficiency and deliver unequivocally

acceptable Contract Activities to the State. If acceptance with deficiencies or rejection of the Contract Activities impacts the content or delivery of other non-completed Contract Activities, the parties' respective Program Managers must determine an agreed to number of days for re-submission that minimizes the overall impact to the Contract. However, nothing herein affects, alters, or relieves Contractor of its obligations to correct deficiencies in accordance with the time response standards set forth in this Contract.

If Contractor is unable or refuses to correct the deficiency within the time response standards set forth in this Contract, the State may cancel the order in whole or in part. The State, or a third party identified by the State, may perform the Contract Activities and recover the difference between the cost to cure and the Contract price plus an additional 10% administrative fee.

17. **Delivery.** Contractor must deliver all Contract Activities F.O.B. destination, within the State premises with transportation and handling charges paid by Contractor, unless otherwise specified in Schedule A. All containers and packaging become the State's exclusive property upon acceptance.
18. **Risk of Loss and Title.** Until final acceptance, title and risk of loss or damage to Contract Activities remains with Contractor. Contractor is responsible for filing, processing, and collecting all damage claims. The State will record and report to Contractor any evidence of visible damage. If the State rejects the Contract Activities, Contractor must remove them from the premises within 10 calendar days after notification of rejection. The risk of loss of rejected or non-conforming Contract Activities remains with Contractor. Rejected Contract Activities not removed by Contractor within 10 calendar days will be deemed abandoned by Contractor, and the State will have the right to dispose of it as its own property. Contractor must reimburse the State for costs and expenses incurred in storing or effecting removal or disposition of rejected Contract Activities.
19. **Warranty Period.** The warranty period, if applicable, for Contract Activities is a fixed period commencing on the date specified in Schedule A. If the Contract Activities do not function as warranted during the warranty period, the State may return such non-conforming Contract Activities to the Contractor for a full refund.
20. **Terms of Payment.** Invoices must conform to the requirements communicated from time-to-time by the State. All undisputed amounts are payable within 45 days of the State's receipt. Contractor may only charge for Contract Activities performed as specified in Schedule A. Invoices must include an itemized statement of all charges. The State is exempt from State sales tax for direct purchases and may be exempt from federal excise tax, if Services purchased under this Agreement are for the State's exclusive use. All prices are exclusive of taxes, and Contractor is responsible for all sales, use and excise taxes, and any other similar taxes, duties and charges of any kind imposed by any federal, state, or local governmental entity on any amounts payable by the State under this Contract.



The State has the right to withhold payment of any disputed amounts until the parties agree as to the validity of the disputed amount. The State will notify Contractor of any dispute within a reasonable time. Payment by the State will not constitute a waiver of any rights as to Contractor's continuing obligations, including claims for deficiencies or substandard Contract Activities.

Contractor's acceptance of final payment by the State constitutes a waiver of all claims by Contractor against the State for payment under this Contract, other than those claims previously filed in writing on a timely basis and still disputed.

The State will only disburse payments under this Contract through Electronic Funds Transfer (EFT). Contractor must register with the State at <http://www.michigan.gov/SIGMAVSS> to receive electronic fund transfer payments. If Contractor does not register, the State is not liable for failure to provide payment. Without prejudice to any other right or remedy it may have, the State reserves the right to set off at any time any amount then due and owing to it by Contractor against any amount payable by the State to Contractor under this Contract.

21. **Liquidated Damages.** Liquidated damages, if applicable, will be assessed as described in Schedule A.
22. **Stop Work Order.** The State may suspend any or all activities under the Contract at any time. The State will provide Contractor a written stop work order detailing the suspension. Contractor must comply with the stop work order upon receipt. Within 90 calendar days, or any longer period agreed to by Contractor, the State will either: (a) issue a notice authorizing Contractor to resume work, or (b) terminate the Contract or delivery order. The State will not pay for Contract Activities, Contractor's lost profits, or any additional compensation during a stop work period.
23. **Termination for Cause.** The State may terminate this Contract for cause, in whole or in part, if Contractor, as determined by the State: (a) endangers the value, integrity, or security of any location, data, or personnel; (b) becomes insolvent, petitions for bankruptcy court proceedings, or has an involuntary bankruptcy proceeding filed against it by any creditor; (c) engages in any conduct that may expose the State to liability; (d) breaches any of its material duties or obligations; or (e) fails to cure a breach within the time stated in a notice of breach. Any reference to specific breaches being material breaches within this Contract will not be construed to mean that other breaches are not material.

If the State terminates this Contract under this Section, the State will issue a termination notice specifying whether Contractor must: (a) cease performance immediately, or (b) continue to perform for a specified period. If it is later determined that Contractor was not in breach of the Contract, the termination will be deemed to have been a Termination for Convenience, effective as of the same date, and the rights and obligations of the parties will be limited to those provided in Section 24, Termination for Convenience.

The State will only pay for amounts due to Contractor for Contract Activities accepted by the State on or before the date of termination, subject to the State's right to set off any amounts owed by the Contractor for the State's reasonable costs in terminating this Contract. The Contractor must pay all reasonable costs incurred by the State in terminating this Contract for cause, including administrative costs, attorneys' fees, court costs, transition costs, and any costs the State incurs to procure the Contract Activities from other sources.

24. **Termination for Convenience.** The State may immediately terminate this Contract in whole or in part without penalty and for any reason, including but not limited to, appropriation or budget shortfalls. The termination notice will specify whether Contractor must: (a) cease performance of the Contract Activities immediately, or (b) continue to perform the Contract Activities in accordance with Section 25, Transition Responsibilities. If the State terminates this Contract for convenience, the State will pay all reasonable costs, as determined by the State, for State approved Transition Responsibilities.
25. **Transition Responsibilities.** Upon termination or expiration of this Contract for any reason, Contractor must, for a period of time specified by the State (not to exceed **90** calendar days), provide all reasonable transition assistance requested by the State, to allow for the expired or terminated portion of the Contract Activities to continue without interruption or adverse effect, and to facilitate the orderly transfer of such Contract Activities to the State or its designees. Such transition assistance may include, but is not limited to: (a) continuing to perform the Contract Activities at the established Contract rates; (b) taking all reasonable and necessary measures to transition performance of the work, including all applicable Contract Activities, training, equipment, software, leases, reports and other documentation, to the State or the State's designee; (c) taking all necessary and appropriate steps, or such other action as the State may direct, to preserve, maintain, protect, or return to the State all materials, data, property, and confidential information provided directly or indirectly to Contractor by any entity, agent, vendor, or employee of the State; (d) transferring title in and delivering to the State, at the State's discretion, all completed or partially completed deliverables prepared under this Contract as of the Contract termination date; and (e) preparing an accurate accounting from which the State and Contractor may reconcile all outstanding accounts (collectively, "**Transition Responsibilities**"). This Contract will automatically be extended through the end of the transition period.
26. **General Indemnification.** Contractor must defend, indemnify and hold the State, its departments, divisions, agencies, offices, commissions, officers, and employees harmless, without limitation, from and against any and all actions, claims, losses, liabilities, damages, costs, attorney fees, and expenses (including those required to establish the right to indemnification), arising out of or relating to: (a) any breach by Contractor (or any of Contractor's employees, agents, subcontractors, or by anyone else for whose acts any of them may be liable) of any of the promises, agreements, representations,

warranties, or insurance requirements contained in this Contract; (b) any infringement, misappropriation, or other violation of any intellectual property right or other right of any third party; (c) any bodily injury, death, or damage to real or tangible personal property occurring wholly or in part due to action or inaction by Contractor (or any of Contractor's employees, agents, subcontractors, or by anyone else for whose acts any of them may be liable); and (d) any acts or omissions of Contractor (or any of Contractor's employees, agents, subcontractors, or by anyone else for whose acts any of them may be liable).

The State will notify Contractor in writing if indemnification is sought; however, failure to do so will not relieve Contractor, except to the extent that Contractor is materially prejudiced. Contractor must, to the satisfaction of the State, demonstrate its financial ability to carry out these obligations.

The State is entitled to: (i) regular updates on proceeding status; (ii) participate in the defense of the proceeding; (iii) employ its own counsel; and to (iv) retain control of the defense if the State deems necessary. Contractor will not, without the State's written consent (not to be unreasonably withheld), settle, compromise, or consent to the entry of any judgment in or otherwise seek to terminate any claim, action, or proceeding. To the extent that any State employee, official, or law may be involved or challenged, the State may, at its own expense, control the defense of that portion of the claim.

Any litigation activity on behalf of the State, or any of its subdivisions under this Section, must be coordinated with the Department of Attorney General. An attorney designated to represent the State may not do so until approved by the Michigan Attorney General and appointed as a Special Assistant Attorney General.

27. **Infringement Remedies.** If, in either party's opinion, any piece of equipment, software, commodity, or service supplied by Contractor or its subcontractors, or its operation, use or reproduction, is likely to become the subject of a copyright, patent, trademark, or trade secret infringement claim, Contractor must, at its expense: (a) procure for the State the right to continue using the equipment, software, commodity, or service, or if this option is not reasonably available to Contractor, (b) replace or modify the same so that it becomes non-infringing; or (c) accept its return by the State with appropriate credits to the State against Contractor's charges and reimburse the State for any losses or costs incurred as a consequence of the State ceasing its use and returning it.
28. **Limitation of Liability and Disclaimer of Damages. IN NO EVENT WILL THE STATE'S AGGREGATE LIABILITY TO CONTRACTOR UNDER THIS CONTRACT, REGARDLESS OF THE FORM OF ACTION, WHETHER IN CONTRACT, TORT, NEGLIGENCE, STRICT LIABILITY OR BY STATUTE OR OTHERWISE, FOR ANY CLAIM RELATED TO OR ARISING UNDER THIS CONTRACT, EXCEED THE MAXIMUM AMOUNT OF FEES PAYABLE UNDER THIS CONTRACT.** The State is not liable for consequential, incidental, indirect, or special damages, regardless of the nature of the action.

29. **Disclosure of Litigation, or Other Proceeding.** Contractor must notify the State within 14 calendar days of receiving notice of any litigation, investigation, arbitration, or other proceeding (collectively, "**Proceeding**") involving Contractor, a subcontractor, or an officer or director of Contractor or subcontractor, that arises during the term of the Contract, including: (a) a criminal Proceeding; (b) a parole or probation Proceeding; (c) a Proceeding under the Sarbanes-Oxley Act; (d) a civil Proceeding involving: (1) a claim that might reasonably be expected to adversely affect Contractor's viability or financial stability; or (2) a governmental or public entity's claim or written allegation of fraud; or (e) a Proceeding involving any license that Contractor is required to possess in order to perform under this Contract.
30. **Reserved.**
31. **State Data.**
- a. **Ownership.** The State's data ("**State Data**," which will be treated by Contractor as Confidential Information) includes: (a) the State's data collected, used, processed, stored, or generated as the result of the Contract Activities; (b) personally identifiable information ("**PII**") collected, used, processed, stored, or generated as the result of the Contract Activities, including, without limitation, any information that identifies an individual, such as an individual's social security number or other government-issued identification number, date of birth, address, telephone number, biometric data, mother's maiden name, email address, credit card information, or an individual's name in combination with any other of the elements here listed; and, (c) personal health information ("**PHI**") collected, used, processed, stored, or generated as the result of the Contract Activities, which is defined under the Health Insurance Portability and Accountability Act (HIPAA) and its related rules and regulations. State Data is and will remain the sole and exclusive property of the State and all right, title, and interest in the same is reserved by the State. This Section survives the termination of this Contract.
- b. **Contractor Use of State Data.** Contractor is provided a limited license to State Data for the sole and exclusive purpose of providing the Contract Activities, including a license to collect, process, store, generate, and display State Data only to the extent necessary in the provision of the Contract Activities. Contractor must: (a) keep and maintain State Data in strict confidence, using such degree of care as is appropriate and consistent with its obligations as further described in this Contract and applicable law to avoid unauthorized access, use, disclosure, or loss; (b) use and disclose State Data solely and exclusively for the purpose of providing the Contract Activities, such use and disclosure being in accordance with this Contract, any applicable Statement of Work, and applicable law; and (c) not use, sell, rent, transfer, distribute, or otherwise disclose or make available State Data for Contractor's own purposes or for the benefit of anyone other than the State without the State's prior written consent. This Section survives the termination of this Contract.

- c. **Extraction of State Data.** Contractor must, within five (5) business days of the State's request, provide the State, without charge and without any conditions or contingencies whatsoever (including but not limited to the payment of any fees due to Contractor), an extract of the State Data in the format specified by the State.
- d. **Backup and Recovery of State Data.** Unless otherwise specified in Schedule A, Contractor is responsible for maintaining a backup of State Data and for an orderly and timely recovery of such data. Unless otherwise described in Schedule A, Contractor must maintain a contemporaneous backup of State Data that can be recovered within two (2) hours at any point in time.
- e. **Loss or Compromise of Data.** In the event of any act, error or omission, negligence, misconduct, or breach on the part of Contractor that compromises or is suspected to compromise the security, confidentiality, or integrity of State Data or the physical, technical, administrative, or organizational safeguards put in place by Contractor that relate to the protection of the security, confidentiality, or integrity of State Data, Contractor must, as applicable: (a) notify the State as soon as practicable but no later than twenty-four (24) hours of becoming aware of such occurrence; (b) cooperate with the State in investigating the occurrence, including making available all relevant records, logs, files, data reporting, and other materials required to comply with applicable law or as otherwise required by the State; (c) in the case of PII or PHI, at the State's sole election, (i) with approval and assistance from the State, notify the affected individuals who comprise the PII or PHI as soon as practicable but no later than is required to comply with applicable law, or, in the absence of any legally required notification period, within five (5) calendar days of the occurrence; or (ii) reimburse the State for any costs in notifying the affected individuals; (d) in the case of PII, provide third-party credit and identity monitoring services to each of the affected individuals who comprise the PII for the period required to comply with applicable law, or, in the absence of any legally required monitoring services, for no less than twenty-four (24) months following the date of notification to such individuals; (e) perform or take any other actions required to comply with applicable law as a result of the occurrence; (f) pay for any costs associated with the occurrence, including but not limited to any costs incurred by the State in investigating and resolving the occurrence, including reasonable attorney's fees associated with such investigation and resolution; (g) without limiting Contractor's obligations of indemnification as further described in this Contract, indemnify, defend, and hold harmless the State for any and all claims, including reasonable attorneys' fees, costs, and incidental expenses, which may be suffered by, accrued against, charged to, or recoverable from the State in connection with the occurrence; (h) be responsible for recreating lost State Data in the manner and on the schedule set by the State without charge to the State; and (i) provide to the

State a detailed plan within ten (10) calendar days of the occurrence describing the measures Contractor will undertake to prevent a future occurrence. Notification to affected individuals, as described above, must comply with applicable law, be written in plain language, not be tangentially used for any solicitation purposes, and contain, at a minimum: name and contact information of Contractor's representative; a description of the nature of the loss; a list of the types of data involved; the known or approximate date of the loss; how such loss may affect the affected individual; what steps Contractor has taken to protect the affected individual; what steps the affected individual can take to protect himself or herself; contact information for major credit card reporting agencies; and, information regarding the credit and identity monitoring services to be provided by Contractor. The State will have the option to review and approve any notification sent to affected individuals prior to its delivery. Notification to any other party, including but not limited to public media outlets, must be reviewed and approved by the State in writing prior to its dissemination. The parties agree that any damages relating to a breach of this **Section 31** are to be considered direct damages and not consequential damages. This section survives termination or expiration of this Contract.

- f. **State's Governance, Risk and Compliance (GRC) platform.** Contractor is required to assist the State with its security accreditation process through the development, completion and ongoing updating of a system security plan using the State's automated GRC platform and implement any required safeguards or remediate any security vulnerabilities as identified by the results of the security accreditation process.
32. **Non-Disclosure of Confidential Information.** The parties acknowledge that each party may be exposed to or acquire communication or data of the other party that is confidential, privileged communication not intended to be disclosed to third parties. The provisions of this Section survive the termination of this Contract.
- a. **Meaning of Confidential Information.** For the purposes of this Contract, the term "**Confidential Information**" means all information and documentation of a party that: (a) has been marked "confidential" or with words of similar meaning, at the time of disclosure by such party; (b) if disclosed orally or not marked "confidential" or with words of similar meaning, was subsequently summarized in writing by the disclosing party and marked "confidential" or with words of similar meaning; and, (c) should reasonably be recognized as confidential information of the disclosing party. The term "Confidential Information" does not include any information or documentation that was: (a) subject to disclosure under the Michigan Freedom of Information Act (FOIA); (b) already in the possession of the receiving party without an obligation of confidentiality; (c) developed independently by the receiving party, as demonstrated by the receiving party, without violating the disclosing party's proprietary rights; (d) obtained

from a source other than the disclosing party without an obligation of confidentiality; or, (e) publicly available when received, or thereafter became publicly available (other than through any unauthorized disclosure by, through, or on behalf of, the receiving party). For purposes of this Contract, in all cases and for all matters, State Data is deemed to be Confidential Information.

- b. **Obligation of Confidentiality.** The parties agree to hold all Confidential Information in strict confidence and not to copy, reproduce, sell, transfer, or otherwise dispose of, give or disclose such Confidential Information to third parties other than employees, agents, or subcontractors of a party who have a need to know in connection with this Contract or to use such Confidential Information for any purposes whatsoever other than the performance of this Contract. The parties agree to advise and require their respective employees, agents, and subcontractors of their obligations to keep all Confidential Information confidential. Disclosure to a subcontractor is permissible where: (a) use of a subcontractor is authorized under this Contract; (b) the disclosure is necessary or otherwise naturally occurs in connection with work that is within the subcontractor's responsibilities; and (c) Contractor obligates the subcontractor in a written contract to maintain the State's Confidential Information in confidence. At the State's request, any employee of Contractor or any subcontractor may be required to execute a separate agreement to be bound by the provisions of this Section.
- c. **Cooperation to Prevent Disclosure of Confidential Information.** Each party must use its best efforts to assist the other party in identifying and preventing any unauthorized use or disclosure of any Confidential Information. Without limiting the foregoing, each party must advise the other party immediately in the event either party learns or has reason to believe that any person who has had access to Confidential Information has violated or intends to violate the terms of this Contract and each party will cooperate with the other party in seeking injunctive or other equitable relief against any such person.
- d. **Remedies for Breach of Obligation of Confidentiality.** Each party acknowledges that breach of its obligation of confidentiality may give rise to irreparable injury to the other party, which damage may be inadequately compensable in the form of monetary damages. Accordingly, a party may seek and obtain injunctive relief against the breach or threatened breach of the foregoing undertakings, in addition to any other legal remedies which may be available, to include, in the case of the State, at the sole election of the State, the immediate termination, without liability to the State, of this Contract or any Statement of Work corresponding to the breach or threatened breach.
- e. **Surrender of Confidential Information upon Termination.** Upon termination of this Contract or a Statement of Work, in whole or in part, each party must, within 5 calendar days from the date of termination, return

to the other party any and all Confidential Information received from the other party, or created or received by a party on behalf of the other party, which are in such party's possession, custody, or control; provided, however, that Contractor must return State Data to the State following the timeframe and procedure described further in this Contract. Should Contractor or the State determine that the return of any Confidential Information is not feasible, such party must destroy the Confidential Information and must certify the same in writing within 5 calendar days from the date of termination to the other party. However, the State's legal ability to destroy Contractor data may be restricted by its retention and disposal schedule, in which case Contractor's Confidential Information will be destroyed after the retention period expires.

33. **Data Privacy and Information Security.**

- a. **Undertaking by Contractor.** Without limiting Contractor's obligation of confidentiality as further described, Contractor is responsible for establishing and maintaining a data privacy and information security program, including physical, technical, administrative, and organizational safeguards, that is designed to: (a) ensure the security and confidentiality of the State Data; (b) protect against any anticipated threats or hazards to the security or integrity of the State Data; (c) protect against unauthorized disclosure, access to, or use of the State Data; (d) ensure the proper disposal of State Data; and (e) ensure that all employees, agents, and subcontractors of Contractor, if any, comply with all of the foregoing. In no case will the safeguards of Contractor's data privacy and information security program be less stringent than the safeguards used by the State, and Contractor must at all times comply with all applicable State IT policies and standards, which are available to Contractor upon request.
- b. **Audit by Contractor.** No less than annually, Contractor must conduct a comprehensive independent third-party audit of its data privacy and information security program and provide such audit findings to the State.
- c. **Right of Audit by the State.** Without limiting any other audit rights of the State, the State has the right to review Contractor's data privacy and information security program prior to the commencement of Contract Activities and from time to time during the term of this Contract. During the providing of the Contract Activities, on an ongoing basis from time to time and without notice, the State, at its own expense, is entitled to perform, or to have performed, an on-site audit of Contractor's data privacy and information security program. In lieu of an on-site audit, upon request by the State, Contractor agrees to complete, within 45 calendar days of receipt, an audit questionnaire provided by the State regarding Contractor's data privacy and information security program.
- d. **Audit Findings.** Contractor must implement any required safeguards as identified by the State or by any audit of Contractor's data privacy and information security program.



e. **State's Right to Termination for Deficiencies.** The State reserves the right, at its sole election, to immediately terminate this Contract or a Statement of Work without limitation and without liability if the State determines that Contractor fails or has failed to meet its obligations under this Section.

34. **Reserved.**

35. **Reserved.**

36. **Records Maintenance, Inspection, Examination, and Audit.** The State or its designee may audit Contractor to verify compliance with this Contract. Contractor must retain and provide to the State or its designee and the auditor general upon request, all financial and accounting records related to the Contract through the term of the Contract and for 4 years after the latter of termination, expiration, or final payment under this Contract or any extension ("**Audit Period**"). If an audit, litigation, or other action involving the records is initiated before the end of the Audit Period, Contractor must retain the records until all issues are resolved.

Within 10 calendar days of providing notice, the State and its authorized representatives or designees have the right to enter and inspect Contractor's premises or any other places where Contract Activities are being performed, and examine, copy, and audit all records related to this Contract. Contractor must cooperate and provide reasonable assistance. If any financial errors are revealed, the amount in error must be reflected as a credit or debit on subsequent invoices until the amount is paid or refunded. Any remaining balance at the end of the Contract must be paid or refunded within 45 calendar days.

This Section applies to Contractor, any parent, affiliate, or subsidiary organization of Contractor, and any subcontractor that performs Contract Activities in connection with this Contract.

37. **Warranties and Representations.** Contractor represents and warrants: (a) Contractor is the owner or licensee of any Contract Activities that it licenses, sells, or develops and Contractor has the rights necessary to convey title, ownership rights, or licensed use; (b) all Contract Activities are delivered free from any security interest, lien, or encumbrance and will continue in that respect; (c) the Contract Activities will not infringe the patent, trademark, copyright, trade secret, or other proprietary rights of any third party; (d) Contractor must assign or otherwise transfer to the State or its designee any manufacturer's warranty for the Contract Activities; (e) the Contract Activities are merchantable and fit for the specific purposes identified in the Contract; (f) the Contract signatory has the authority to enter into this Contract; (g) all information furnished by Contractor in connection with the Contract fairly and accurately represents Contractor's business, properties, finances, and operations as of the dates covered by the information, and Contractor will

inform the State of any material adverse changes;(h) all information furnished and representations made in connection with the award of this Contract is true, accurate, and complete, and contains no false statements or omits any fact that would make the information misleading; and that (i) Contractor is neither currently engaged in nor will engage in the boycott of a person based in or doing business with a strategic partner as described in 22 USC 8601 to 8606. A breach of this Section is considered a material breach of this Contract, which entitles the State to terminate this Contract under Section 23, Termination for Cause.

38. **Conflicts and Ethics.** Contractor will uphold high ethical standards and is prohibited from: (a) holding or acquiring an interest that would conflict with this Contract; (b) doing anything that creates an appearance of impropriety with respect to the award or performance of the Contract; (c) attempting to influence or appearing to influence any State employee by the direct or indirect offer of anything of value; or (d) paying or agreeing to pay any person, other than employees and consultants working for Contractor, any consideration contingent upon the award of the Contract. Contractor must immediately notify the State of any violation or potential violation of these standards. This Section applies to Contractor, any parent, affiliate, or subsidiary organization of Contractor, and any subcontractor that performs Contract Activities in connection with this Contract.
39. **Compliance with Laws.** Contractor must comply with all federal, state and local laws, rules and regulations.
40. **Reserved.**
41. **Reserved.**
42. **Nondiscrimination.** Under the Elliott-Larsen Civil Rights Act, 1976 PA 453, MCL 37.2101, *et seq.*, the Persons with Disabilities Civil Rights Act, 1976 PA 220, MCL 37.1101, *et seq.*, and [Executive Directive 2019-09](#). Contractor and its subcontractors agree not to discriminate against an employee or applicant for employment with respect to hire, tenure, terms, conditions, or privileges of employment, or a matter directly or indirectly related to employment, because of race, color, religion, national origin, age, sex (as defined in Executive Directive 2019-09), height, weight, marital status, partisan considerations, any mental or physical disability, or genetic information that is unrelated to the person's ability to perform the duties of a particular job or position. Breach of this covenant is a material breach of this Contract.
43. **Unfair Labor Practice.** Under MCL 423.324, the State may void any Contract with a Contractor or subcontractor who appears on the Unfair Labor Practice register compiled under MCL 423.322.
44. **Governing Law.** This Contract is governed, construed, and enforced in accordance with Michigan law, excluding choice-of-law principles, and all claims relating to or arising out of this Contract are governed by Michigan law, excluding choice-of-law principles. Any dispute arising from this Contract must

be resolved in Michigan Court of Claims. Contractor consents to venue in Ingham County, and waives any objections, such as lack of personal jurisdiction or *forum non conveniens*. Contractor must appoint agents in Michigan to receive service of process.

45. **Non-Exclusivity.** Nothing contained in this Contract is intended nor will be construed as creating any requirements contract with Contractor. This Contract does not restrict the State or its agencies from acquiring similar, equal, or like Contract Activities from other sources.
46. **Force Majeure.** Neither party will be in breach of this Contract because of any failure arising from any disaster or acts of god that are beyond their control and without their fault or negligence. Each party will use commercially reasonable efforts to resume performance. Contractor will not be relieved of a breach or delay caused by its subcontractors. If immediate performance is necessary to ensure public health and safety, the State may immediately contract with a third party.
47. **Dispute Resolution.** The parties will endeavor to resolve any Contract dispute in accordance with this provision. The dispute will be referred to the parties' respective Contract Administrators or Program Managers. Such referral must include a description of the issues and all supporting documentation. The parties must submit the dispute to a senior executive if unable to resolve the dispute within 15 business days. The parties will continue performing while a dispute is being resolved, unless the dispute precludes performance. A dispute involving payment does not preclude performance.

Litigation to resolve the dispute will not be instituted until after the dispute has been elevated to the parties' senior executive and either concludes that resolution is unlikely or fails to respond within 15 business days. The parties are not prohibited from instituting formal proceedings: (a) to avoid the expiration of statute of limitations period; (b) to preserve a superior position with respect to creditors; or (c) where a party makes a determination that a temporary restraining order or other injunctive relief is the only adequate remedy. This Section does not limit the State's right to terminate the Contract.

48. **Media Releases.** News releases (including promotional literature and commercial advertisements) pertaining to the Contract or project to which it relates must not be made without prior written State approval, and then only in accordance with the explicit written instructions of the State.
49. **Website Incorporation.** The State is not bound by any content on Contractor's website unless expressly incorporated directly into this Contract.
50. **Schedules.** All Schedules and Exhibits that are referenced herein and attached hereto are hereby incorporated by reference. The following Schedules are attached hereto and incorporated herein:

Schedule A	Statement of Work
Schedule B	Pricing
EXHIBIT 1	SECURITY REQUIREMENTS VERSION 6.1

51. **Entire Agreement and Order of Precedence.** This Contract, which includes Schedule A – Statement of Work, and schedules and exhibits which are hereby expressly incorporated, is the entire agreement of the parties related to the Contract Activities. This Contract supersedes and replaces all previous understandings and agreements between the parties for the Contract Activities. If there is a conflict between documents, the order of precedence is: (a) first, this Contract, excluding its schedules, exhibits, and Schedule A – Statement of Work; (b) second, Schedule A – Statement of Work as of the Effective Date; and (c) third, schedules expressly incorporated into this Contract as of the Effective Date. NO TERMS ON CONTRACTOR'S INVOICES, ORDERING DOCUMENTS, WEBSITE, BROWSE-WRAP, SHRINK-WRAP, CLICK-WRAP, CLICK-THROUGH OR OTHER NON-NEGOTIATED TERMS AND CONDITIONS PROVIDED WITH ANY OF THE CONTRACT ACTIVITIES WILL CONSTITUTE A PART OR AMENDMENT OF THIS CONTRACT OR IS BINDING ON THE STATE FOR ANY PURPOSE. ALL SUCH OTHER TERMS AND CONDITIONS HAVE NO FORCE AND EFFECT AND ARE DEEMED REJECTED BY THE STATE, EVEN IF ACCESS TO OR USE OF THE CONTRACT ACTIVITIES REQUIRES AFFIRMATIVE ACCEPTANCE OF SUCH TERMS AND CONDITIONS.
52. **Severability.** If any part of this Contract is held invalid or unenforceable, by any court of competent jurisdiction, that part will be deemed deleted from this Contract and the severed part will be replaced by agreed upon language that achieves the same or similar objectives. The remaining Contract will continue in full force and effect.
53. **Waiver.** Failure to enforce any provision of this Contract will not constitute a waiver.
54. **Survival.** The provisions of this Contract that impose continuing obligations, including warranties and representations, termination, transition, insurance coverage, indemnification, and confidentiality, will survive the expiration or termination of this Contract.
55. **Contract Modification.** This Contract may not be amended except by signed agreement between the parties (a “**Contract Change Notice**”). Notwithstanding the foregoing, no subsequent Statement of Work or Contract Change Notice executed after the Effective Date will be construed to amend this Contract unless it specifically states its intent to do so and cites the section or sections amended.

# EXHIBIT 1 – SECURITY REQUIREMENTS VERSION 6.1

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On award of the Contract, the Contractor must comply with State and Federal statutory and regulatory requirements and rules; National Institute of Standards and Technology (NIST) publications; Control Objectives for Information and Related Technology (COBIT); all other industry specific standards; national security best practices and all requirements herein.

The Contractor must perform annual testing of all security control requirements to determine if they are working as intended. If requested by the PM, annual certification must be provided, in writing, to the Program Manager (PM) or designee, in the form of a SOC 1, Type 2, or similar independent report.

The Contractor must make the Department of Treasury (Treasury) aware when utilizing any cloud-based solution. Treasury must approve the use of any cloud-based solution and the solution must be FISMA compliant and FedRAMP certified, with enabled continuous monitoring.

## A. Governing Security Standards and Publications

The Department of Treasury's information is an asset that must be protected from unauthorized disclosure, modification, use, or destruction. Prudent steps must be taken to ensure that its integrity, confidentiality, and availability are not compromised.

The Contractor must collect, process, store, and transmit Department of Treasury personal, confidential or sensitive data in accordance with the contractual agreement, State of Michigan policies, standards, and procedures (PSPs), and the laws of the State of Michigan and the United States, including, but not limited to the following:

1. The Michigan Identity Theft Protection Act, MCL 445.61 et seq;
2. The Michigan Social Security Number Privacy Act, MCL 445.82 et seq.
3. Family Educational Rights and Privacy Act
4. National Institute of Standards and Technology 800-53 (most current version)
5. State of Michigan: The Contractor must comply with the State of Michigan information technology PSPs
6. If the data consists of Federal Tax Information (FTI), the Contractor agrees to comply with the requirements identified in IRS Publication 1075's Exhibit 7, Safeguarding Contract Language.
7. Treasury PSPs

## **B. Security Accreditation Process**

The Contractor must develop, document, and implement a security plan that provides detailed security controls implemented within the information system. If a security plan does not exist, the Contractor shall provide a description of the security controls planned for implementation. The security plan must be reviewed annually, or when there is a significant change, and revised to address system/organizational changes or problems.

The Contractor must conduct assessments of risks and identify the damage that could result from unauthorized access, use, disclosure, disruption, modification, or destruction of information and information systems that support the operations and assets of the Department of Treasury. Security controls should be implemented based on the potential risks. The Contractor must ensure that reassessments occur whenever there are significant modifications to the information system and that risk assessments are reviewed annually and updated as necessary.

Each Treasury business owner is responsible for completing a Data Classification Declaration (Form DTMB-3544). Data classification is a process that prioritizes the risk level or resources. Data classification identifies and categorizes the business area's information and information system based on the data's sensitivity, criticality, and risk.

## **C. Data Security**

The Contractor has the responsibility to protect the confidentiality, integrity, and availability of Department of Treasury data that is generated, accessed, modified, transmitted, stored, disposed, or used by the system, irrespective of the medium on which the data resides and regardless of format (such as in electronic, and non-electronic format).

The Contractor must ensure compliance with Treasury and State of Michigan PSPs when processing, transmitting or storing confidential or sensitive data on a Treasury-owned application, system or database on Treasury's behalf.

The use of live FTI and production data, in test environments, should generally be avoided and is not authorized unless specifically approved by Treasury's Office of Privacy and Security. Requests will be evaluated on an individual basis.

## **D. System Auditing**

The Contractor must (i) create, protect, and retain information system audit log records to the extent needed to enable the monitoring, analysis, investigation,

and reporting of unlawful, unauthorized, or inappropriate information system activity, and (ii) ensure that the actions of individual information system users can be uniquely traced to those users so they can be held accountable for their actions.

The Contractor must observe the following guidelines regarding system auditing:

1. Audit record should contain the following:
  - a. date and time of the event
  - b. subject identity
  - c. type of event
  - d. source of event (how data changed)
  - e. where the event occurred
  - f. outcome of the event.
2. System alerts if audit log generation fails
3. System protects audit information from unauthorized access
4. Audit record should be reviewed by individuals with a “need to know” on a regular basis
5. Audit logs must be retained either for five years plus current year or in accordance with the applicable Records Retention and Disposal Schedule, whichever is longer.

#### **E. Incident Reporting**

1. The Contractor must immediately notify the Program Manager of any security incidents and/or breaches; see **Exhibit 2**, Form 4621, *What is an Incident?* (brochure).
2. The Contractor must have a documented and implemented Incident Response Policy and Procedure.
3. In the event a security incident occurs, the Contractor must complete Form 4000\* and submit it to the Department of Treasury, Office of Privacy and Security.

**Note:** \*Another form may be substituted for Form 4000 if all pertinent information is included.

4. The Contractor must have an incident response resource identified to assist users in handling and reporting incidents.

5. Personnel is trained, at least annually, in their incident response roles and responsibilities.

## **F. Physical and Environmental Security**

The Contractor must have established physical and environmental security controls to protect systems, the related supporting infrastructure and facilities, against threats associated with their physical environment.

1. The Contractor must have established environmental protection, for magnetic and other media, from fire, temperature, liquids, magnetism, smoke, and dust.
2. The Contractor must control all physical access points to facilities containing information systems (except those areas within the facilities officially designated as publicly accessible), review physical security logs periodically, investigate security violations or suspicious physical access activities, and initiate remedial actions.
3. The Contractor must periodically review the established physical and environmental security controls to ensure that they are working as intended.

## **G. Disaster Recovery and Business Continuity Plan**

The Contractor must have developed, periodically update, and regularly test disaster recovery and business continuity plans designed to ensure the availability of Department of Treasury's data in the event of an adverse impact to the Contractor's information systems due to a natural or man-made emergency or disaster event.

## **H. Security Awareness Training**

The Contractor must ensure their staff having access to Treasury information are made aware of the security risks associated with their activities and of applicable laws, policies, and procedures related to security identified in Section A of this document and ensuring that personnel are trained to carry out their assigned information security related duties.

Contracted employees must obtain Department of Treasury-provided security awareness training. (On-line training to be identified by the Program Manager).



## Exhibit 2

### Form 4621, What is an Incident? (Brochure)

Michigan Department of Treasury  
4621 (Rev. 04-18)

#### What is an Incident? What is a Security Breach?

##### What is an Incident?

An incident is any event threatening some aspects of physical or financial security, when financial resources or items valued at \$100 or more are missing or misused, any event violating confidentiality or privacy of information, where data is manipulated or missing, or any event involving unauthorized or unlawful activity.

##### Examples of Incidents:

- Missing computer equipment containing non-personal information
- Missing briefcase that contains non-personal information.

##### Examples of Material Incidents:

- Missing laptop computer, other mobile device, or paper records that do not contain Treasury personal information but do contain confidential or sensitive information
- Missing check stock.

##### What makes an incident a Security Breach?

An incident becomes a security breach when an unauthorized person gains access to or acquires:

1. Unencrypted or unredacted (data not altered or truncated) personal information, or
2. The encryption key to an area storing personal information.

**Beware:** If personal information is discovered during the investigative process, an incident will become a potential security breach.

##### Examples of a Potential/Actual Security Breach:

- Missing laptop computer, other mobile device, or portable media that contains Treasury personal information
- Missing paper records that contain personal information
- Accessing personal information when there is no business need for it
- Using another individual's User ID and Password to access personal information
- Stealing Treasury records that include personal information
- Hacking into records containing Treasury personal information
- Obtaining Treasury personal information from employees without proper authorization to access the information
- Unauthorized and unescorted persons entering secure areas that house personal information
- Theft of a server.

##### What is Personal Information?

The Identify Theft Protection Act, Public Act 452 of 2004, as amended, defines personal information as information containing the first name or initial of the first name and the last name **along with** one of the following:

1. Social Security number
2. Driver's License number or State Personal Identification card number
3. Account number; Credit or Debit Card number **in combination with** any required security code, access code or password that would permit access to a person's financial account.

Personal information may be in written or printed form or may reside electronically on devices or media such as mainframes, servers, personal computers (desktops and laptops), CDs, DVDs,

tapes, flash drives, memory sticks, USB keys, microfiche, PDAs, cell phones, or may exist on other state-of-the-art devices that have been or may be developed.

##### What should I do if my laptop is missing or if an incident is suspected?

###### Employee must:

1. File a report with local police immediately if asset valued at \$100 or more is missing.
2. Notify immediate supervisor no later than beginning of the next business day.
3. Complete Parts 1 and 2 of Form 4000, *Incident Report* (available on Treasury's Intranet).
4. Forward the Incident Report (with attached police report, if applicable) to immediate supervisor and a copy to the Department of Treasury, Office of Privacy and Security.

###### Management Staff must:

1. Report the incident immediately through the chain of command to the Treasury Division/Office Administrator and the Office of Privacy and Security. If personal information is involved, follow the guidelines for Security Breach.

**Exception:** If another state agency/governmental entity, report incident to Treasury Disclosure Officer, Office of Privacy and Security. If contractor or vendor, report incident to Program Manager and the Office of Privacy and Security.

2. The Administrator must notify the Bureau Director if it is a material incident or involves non-Treasury information.
3. The Bureau Director must notify the other entity immediately.
4. The Office Administrator/Bureau Director must inform the Department of Technology, Management and Budget (DTMB) Agency Services (Treasury) Director immediately if incident involves information technology resources.
5. Notify other Treasury divisions/offices that may be affected or should be involved with investigation.
6. The Disclosure Officer must notify the IRS Office of Safeguards if federal tax information is involved.
7. Investigate and resolve the incident.
8. Finalize Form 4000\* and submit it to the Department of Treasury, Office of Privacy and Security.

\*Another entity may substitute its internal form for Form 4000 if all pertinent information is included.

##### What should I do if I witness, discover, or am informed of a potential security breach?

###### Employee must:

1. Report the security breach immediately (no later than beginning of the next business day) to immediate supervisor.
2. Complete Parts 1 and 2 of Form 4000.
3. Forward Form 4000 (with attached police report if applicable) to immediate supervisor and a copy to the Department of Treasury, Office of Privacy and Security.
4. Office of Privacy and Security contacts Michigan Cyber Security (MCS) within 24 hours, if the suspected breach involves electronic data.

**Management Staff must:**

1. If the breach is ongoing, **CONTAIN IT**.
2. Report the potential breach immediately, through the chain of command, to the Bureau Director or Deputy Treasurer, whichever is applicable.
3. The Bureau Director or the Deputy Treasurer, whichever is applicable, must notify the Chief Deputy Treasurer/Treasurer immediately if a breach involves a database of personal information.
4. The Bureau Director must notify the other entity if the potential breach involves non-Treasury information.
5. The Office Administrator/Bureau Director must inform the DTMB Agency Services (Treasury) Director right away if incident involves information technology resources and personal information.
6. The Disclosure Officer must notify the IRS Office of Safeguards if federal tax information is involved.
7. Convene appropriate personnel, so the scope of the breach can be determined, and a plan for appropriate action can be agreed upon.

**Note:** If a database of personal information is involved, the Chief Deputy Treasurer/Treasurer must approve the Plan of Action.

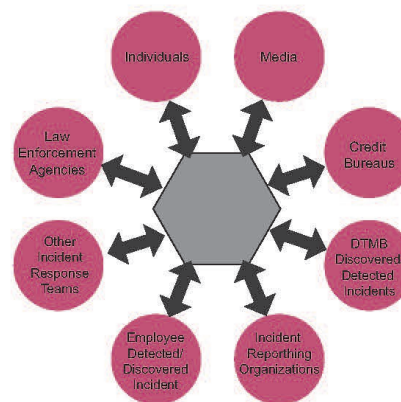
8. If appropriate, issue breach notifications by telephone, in writing, on the Web or by e-mail.
9. Notify the three major credit bureaus of the breach if more than 1,000 residents of the State of Michigan will receive or have received breach notifications.
10. Finalize Form 4000\* and submit it to the Department of Treasury, Office of Privacy and Security.
11. Office of Privacy and Security contacts the Social Security Administration (SSA), if the data involves SSA provided personally identifiable information (PII).

\*Another entity may substitute its internal form for Form 4000 if all pertinent information is included.

**Treasury must protect personal information against risks such as unauthorized access, modification or loss with reasonable security safeguards. Some safeguards are:**

- Do not store confidential, personal, or sensitive Treasury information on mobile devices or portable media (including laptops, notebooks, memory sticks, CDs, DVDs, floppies) unencrypted. ENCRYPT files or the full disk. (Refer to DTMB Standard 1340.00.110.03, Storage of Sensitive Information on Mobile Devices and Portable Media; also refer to Treasury Policy ET-03169 Data Security).
- Avoid sending or receiving unencrypted confidential, personal, or sensitive information via e-mail.
- Avoid sending confidential, personal, or sensitive information via fax.
- Secure confidential, personal, or sensitive papers on the fax, printer, or copy machines.
- Keep conversations at a volume level and/or in a location that will protect information.
- Back-up data on a regular basis; make sure data files from an approved portable device are stored on the network server.
- Store data on a "need to know" basis.

- Shred documents with confidential, personal, or sensitive information (see Treasury Policy ET-03115 Confidential Information, Handle and Discard).
- Have computers and hard drives properly wiped or overwritten when discarding or transferring (see DTMB Procedure 1340.00.110.04, Secure Disposal of Installed and Removable Digital Media and Treasury Policy ET-03169).
- Use a log-in password that complies with DTMB's 1340.00.080.01 Identification and Authentication Standard.
- Never set any log-in dialog box to remember your password (see Treasury Policy ET-03175 Passwords).
- Use a password-protected screen saver that comes on after a few minutes of inactivity. Initiate screen lock system (if a Treasury employee, press the key with Microsoft Windows logo and "L" on the keyboard) when you leave your office, even for a short period.
- Limit access to confidential, personal, or sensitive information to those who need to use it to perform their job duties (see DTMB Policy 1340.00.020.01, Information Technology Access Control, and Treasury Policy ET-03164 Access Control).



**For additional information, see the following guidelines in the Security Guide:**

- ET-03180, Incident Reporting
- BT-03084, Security Breach Involving Personal Information
- PT-03253, Incident Reporting and Handling
- CT-03070, Incident/Security Breach Examples
- DTMB Operating Procedure, How to Handle a Breach of Personal Identifiable / Sensitive Information Incidents

**Other References:**

- BT-03049, Employee Conduct, General Guidelines
- ET-03140 Workplace Safety
- PT-03246, Potential Dangerous Taxpayer/Debtor, Report
- PT-03095, Theft or Irregularities in Public Funds/Property or Violations of Departmental Policies and Procedures, Report and Investigate

**Contact Information:**

If questions, please contact Office/Division/Bureau Security Liaison or the Office of Privacy and Security at 517 636-4081.

### Incident Report

**INSTRUCTIONS:** Complete Parts 1 and 2 and immediately submit Initial Report to the Office of Privacy and Security. After incident resolution, submit Final Report (Parts 1, 2 and 3) to the Office of Privacy and Security. Refer to Procedure PT-03253, Incident Reporting and Handling.

PART 1: A. CONTACT INFORMATION (Reporting Entity)			
Full Name (Last, First, Middle Initial)		Division/Office	
Telephone Number	Fax Number	E-Mail Address	
B. CONTACT INFORMATION (Affected Entity)			
Full Name (Last, First, Middle Initial)		Division/Office	
Telephone Number	Fax Number	E-Mail Address	
PART 2: INCIDENT INFORMATION			
Whose information was involved in the incident? <input type="checkbox"/> Treasury <input type="checkbox"/> Federal Tax Information <input type="checkbox"/> Other State Agency, specify _____ <input type="checkbox"/> Other _____			
Incident Category (select all that apply)			
<input type="checkbox"/> Passwords Shared/Stolen	<input type="checkbox"/> Computer Virus/Spam	<input type="checkbox"/> Paper Archives Compromised	
<input type="checkbox"/> Misrouted Communications	<input type="checkbox"/> Data Destruction/Deletion	<input type="checkbox"/> Safe/Lockbox/other Compromise	
<input type="checkbox"/> Unauthorized Access	<input type="checkbox"/> Backups Missing or Stolen	<input type="checkbox"/> Delivery of Documents Lost	
<input type="checkbox"/> Fraudulent Actions	<input type="checkbox"/> Hacking of Networks/Systems	<input type="checkbox"/> Inappropriate Destruction Paper	
<input type="checkbox"/> Lost/Stolen Information/Data	<input type="checkbox"/> Improperly Secured Sys/Web	<input type="checkbox"/> Inappropriate Destruction Media	
<input type="checkbox"/> Lost/Stolen Cash/Checks	<input type="checkbox"/> Circumvention of Security Protocols	<input type="checkbox"/> Lost/Stolen Equipment	
<input type="checkbox"/> Inappropriate Building Access	<input type="checkbox"/> _____	<input type="checkbox"/> _____	
Incident Affects			
<input type="checkbox"/> Financial Information/Resources	<input type="checkbox"/> Personal Information (SSN, Driver License No. Financial Information)	<input type="checkbox"/> Unauthorized/Unlawful Activity	
<input type="checkbox"/> Confidential/Sensitive Information	<input type="checkbox"/> Human Resources (threat)	<input type="checkbox"/> Other _____	
Date Incident Occurred	Time Incident Occurred	Date Incident Discovered	Time Incident Discovered
Incident Location		Number of Individuals Affected	
Involved Parties/Entities		Does this involve personal information (first and last name along with a SSN, driver license number, or credit/debit card account number)? <input type="checkbox"/> Yes <input type="checkbox"/> No	
Date of Initial Report			
Description of Incident			

# SCHEDULE A – STATEMENT OF WORK CONTRACT ACTIVITIES

**Contract No. 22000001026**

**Capital Improvement Plans / Architectural Services, School Financial Advisory Services - Operational, Academic Advisory Services, Project Consultants, Engineering, Planning Services, Administration/Management, Grant Administration, Pension/OPEB Analysis for School Districts and Local Units of Government**

## **BACKGROUND**

The Michigan Department of Treasury (Treasury) is seeking to engage education and municipal consultants that specialize in providing services to school districts and governments in the State of Michigan for the long-term fiscal health and stability of our state. This is a prequalification program allowing State agencies and MiDEAL members to contract for education and municipal consulting services on a fast-track, as-needed basis.

Contractor will provide direct services to school districts and municipalities or the Department of Treasury as needed.

## **SCOPE**

The Bureau of Local Governments and School Services is seeking to provide technical and administrative support for improvements in financial management in local governments and school districts in Michigan pursuant to legislation. Contractors may be asked to provide municipal and educational consulting services. Services may include, but are not limited to, the following:

### **1. General Requirements**

#### **A. School Financial Advisory Services - Operational**

1. Assist with the coordination and development of multi-year financial plans and models including deficit elimination plans.
2. Assist stakeholders with mitigating operational and financial risks as identified.
3. Perform cash flow and ratio analysis as needed including pro forma projections for new or existing projects.
4. Development of grant management systems in compliance with federal and state regulations.
5. Assist with the development of internal systems to improve business operations.
6. Assist as needed with the development of debt management strategies including but not limited to cost analysis of outstanding debts and refunding analysis.

7. Additional bond related services as requested by the District or the State.
8. Analysis and calculation of annual per pupil set aside amounts.
9. Develop potential rating agency strategies.
10. Develop a plan of finance which provides the lowest cost of funds for the district.
11. Assist with grant administration (e.g. grant funding administration, reporting requirements, and procedures to ensure compliance with grantor requirements)
12. Management/Administration (e.g., management services, human resources services, training, and the development of policies and procedures.)
13. Internal Controls (e.g. evaluating sufficiency of the design and/or operating effectiveness of controls for business processes and associated IT systems as applicable)
14. Administering payroll and payroll functions
15. All projects will require a separate statement of work to be added to the Contract through a Change Notice.

## **B. Education Project Consulting Services**

1. The Contractor must assist, as necessary, on all operational needs of the District. The operational needs include but are not limited to:
  - a. Development of a written Budget and narrative detailing possible cost reductions. The budget shall include a listing of all the assumptions made during the creation of the budget and a plan on how to accomplish the budget goals.
  - b. 18-month cash flow projections
  - c. Five (5) year projection analysis on student enrollment.
  - d. Plan to increase the pool of highly qualified teachers and administrators including the strategic plan to implement a competitive wage compensation system to include a wage and compensation study of its instructional and administrative personnel.
  - e. Analyze the District's sinking funds including infrastructure improvements and technology upgrades, including building configurations and plans for rightsizing.
  - f. Curriculum and instructional audit, including the plan to improve academic outcomes for all.
  - g. Strategic communication plan.

- h. Improvements to the organizational structure of business operations including the budget review process.
  - i. Real estate plans for all buildings and land.
2. All projects will require a separate statement of work to be added to the Contract through a Change Notice.

## **2. Acceptance**

### **2.1. Acceptance and Final Acceptance**

Acceptance and Final Acceptance will be specified per the individual project Statements of Work and detailed in the respective change notices.

## **3. Staffing**

### **3.1. Contractor Representative**

The Contractor must appoint an individual specifically assigned to State of Michigan accounts, who will respond to State inquiries regarding the Contract Activities, answer questions related to ordering and delivery, etc. (the “Contractor Representative”).

The Contractor must notify the Contract Administrator at least 14 calendar days before removing or assigning a new Contractor Representative.

#### **Contract Representative:**

**Molly Conway, Esq.**

**Chief Administrative Officer**

**7310 Woodward Avenue, Suite 740B**

**Detroit, MI 48202**

**mconway@theyoungconwaygroup.com**

**(734) 369-0816**

### **3.2. Work Hours**

The Contractor must provide Contract Activities during the State’s normal working hours Monday – Friday, 7:00 a.m. to 6:00 p.m. EST and possible night and weekend hours depending on the requirements of the project.

### **3.3. Key Personnel- Contract**

1. The Contractor must appoint one individual who will be directly responsible for the overall operation of the Contract (“Key Personnel”). Key Personnel must be specifically assigned to the State account, be knowledgeable on the contractual requirements, and respond to State inquiries within 24 hours.

- a. Name and title of staff that will be designated as Key Personnel.
  - b. Key Personnel years of experience in the current classification.
  - c. Identify which of the required key personnel positions they are fulfilling.
  - d. Key Personnel's roles and responsibilities, as they relate to this RFP, if the Contractor is successful in being awarded the Contract. Descriptions of roles should be functional and not just by title.
  - e. Identify if each Key Personnel is a direct, subcontract, or contract employee.
  - f. Identify if each Key Personnel staff member is employed full-time (FT), part-time (PT) or temporary (T), including consultants used for the purpose of providing information for the proposal.
  - g. List each Key Personnel staff member's length of employment or affiliation with the Contractor's organization.
  - h. Identify each Key Personnel's percentage of work time devoted to this Contract.
  - i. Identify where each Key Personnel staff member will be physically located (city and state) during the Contract performance.
  - j. The Contractor must provide detailed, chronological resumes of all proposed Key Personnel, including a description of their work experience relevant to their purposed role as it relates to the SOW.
  - k. Qualifications will be measured by education and experience with particular reference to experience on projects similar to that described in the SOW.
2. The State has the right to recommend and approve in writing the initial assignment, as well as any proposed reassignment or replacement, of any Key Personnel. Before assigning an individual to any Key Personnel position, Contractor will notify the State of the proposed assignment, introduce the individual to the State's Project Manager, and provide the State with a resume and any other information about the individual reasonably requested by the State. The State reserves the right to interview the individual before granting written approval. In the event the State finds a proposed individual unacceptable, the State will provide a written explanation including reasonable detail outlining the reasons for the rejection. The State may require a 30-calendar day training period for replacement personnel.
  3. Contractor will not remove any Key Personnel from their assigned roles on this Contract without the prior written consent of the State. The

Contractor's removal of Key Personnel without the prior written consent of the State is an unauthorized removal ("Unauthorized Removal"). An Unauthorized Removal does not include replacing Key Personnel for reasons beyond the reasonable control of Contractor, including illness, disability, leave of absence, personal emergency circumstances, resignation, or for cause termination of the Key Personnel's employment. Any Unauthorized Removal may be considered by the State to be a material breach of this Contract, in respect of which the State may elect to terminate this Contract for cause under the **Termination for Cause** section of the Standard Contract Terms. It is further acknowledged that an Unauthorized Removal will interfere with the timely and proper completion of this Contract, to the loss and damage of the State, and that it would be impracticable and extremely difficult to fix the actual damage sustained by the State as a result of any Unauthorized Removal. Therefore, Contractor and the State agree that in the case of any Unauthorized Removal in respect of which the State does not elect to exercise its rights under Termination for Cause, Contractor will issue to the State the corresponding credits set forth below (each, an "Unauthorized Removal Credit"):

4. For each Unauthorized Removal of any Key Personnel designated in an applicable Statement of Work, the credit amount will be \$5,000.00 per individual if Contractor identifies a replacement approved by the State and assigns the replacement to shadow the Key Personnel who is leaving for a period of at least 30-calendar days before the Key Personnel's removal.
5. If Contractor fails to assign a replacement to shadow the removed Key Personnel for at least 30-calendar days, in addition to the \$5,000.00 credit specified above, Contractor will credit the State \$100.00 per calendar day for each day of the 30-calendar day shadow period that the replacement Key Personnel does not shadow the removed Key Personnel, up to \$3000.00 maximum per individual. The total Unauthorized Removal Credits that may be assessed per Unauthorized Removal and failure to provide 30-calendar days of shadowing will not exceed \$8,000.00 per individual.
6. Contractor acknowledges and agrees that each of the Unauthorized Removal Credits assessed above: (i) is a reasonable estimate of and compensation for the anticipated or actual harm to the State that may arise from the Unauthorized Removal, which would be impossible or very



difficult to accurately estimate; and (ii) may, at the State's option, be credited or set off against any fees or other charges payable to Contractor under this Contract.

1. Name	2. Role(s) / Responsibilities	3. Direct / Subcontract/ Contract	4. % of Work Time	5. Physical Location
Alan C. Young	Project Management	Direct	10- 20%	Detroit, MI

### 3.4. Key Personnel – Statement of Work

1. With each individual statement of work, the Contractor must identify the Key Personnel, indicate where they will be physically located, describe the functions they will perform, and provide current chronological résumés. For purposes of this RFP, Contractor shall provide proposed Key Personnel information based on anticipated activities.
  - a. Name and title of staff that will be designated as Key Personnel.
  - b. Key Personnel years of experience in the current classification.
  - c. Identify which of the required key personnel positions they are fulfilling.
  - d. Key Personnel's roles and responsibilities, as they relate to this RFP, if the Contractor is successful in being awarded the Contract. Descriptions of roles should be functional and not just by title.
  - e. Identify if each Key Personnel is a direct, subcontract, or contract employee.
  - f. Identify if each Key Personnel staff member is employed full-time (FT), part-time (PT) or temporary (T), including consultants used for the purpose of providing information for the proposal.
  - g. List each Key Personnel staff member's length of employment or affiliation with the Contractor's organization.
  - h. Identify each Key Personnel's percentage of work time devoted to this Contract.
  - i. Identify where each Key Personnel staff member will be physically located (city and state) during the Contract performance.

- j. The Contractor must provide detailed, chronological resumes of all proposed Key Personnel, including a description of their work experience relevant to their purposed role as it relates to the SOW.
  - k. Qualifications will be measured by education and experience with particular reference to experience on projects similar to that described in the SOW.
2. The State has the right to recommend and approve in writing the initial assignment, as well as any proposed reassignment or replacement, of any Key Personnel. Before assigning an individual to any Key Personnel position, Contractor will notify the State of the proposed assignment, introduce the individual to the State's Project Manager, and provide the State with a resume and any other information about the individual reasonably requested by the State. The State reserves the right to interview the individual before granting written approval. In the event the State finds a proposed individual unacceptable, the State will provide a written explanation including reasonable detail outlining the reasons for the rejection. The State may require a 30-calendar day training period for replacement personnel.
  3. Contractor will not remove any Key Personnel from their assigned roles on this Contract without the prior written consent of the State. The Contractor's removal of Key Personnel without the prior written consent of the State is an unauthorized removal ("Unauthorized Removal"). An Unauthorized Removal does not include replacing Key Personnel for reasons beyond the reasonable control of Contractor, including illness, disability, leave of absence, personal emergency circumstances, resignation, or for cause termination of the Key Personnel's employment. Any Unauthorized Removal may be considered by the State to be a material breach of this Contract, in respect of which the State may elect to terminate this Contract for cause under the **Termination for Cause** section of the Standard Contract Terms. It is further acknowledged that an Unauthorized Removal will interfere with the timely and proper completion of this Contract, to the loss and damage of the State, and that it would be impracticable and extremely difficult to fix the actual damage sustained by the State as a result of any Unauthorized Removal. Therefore, Contractor and the State agree that in the case of any Unauthorized Removal in respect of which the State does not elect to exercise its

rights under Termination for Cause, Contractor will issue to the State the corresponding credits set forth below (each, an “Unauthorized Removal Credit”):

4. For each Unauthorized Removal of any Key Personnel designated in an applicable Statement of Work, the credit amount will be \$5,000.00 per individual if Contractor identifies a replacement approved by the State and assigns the replacement to shadow the Key Personnel who is leaving for a period of at least 30-calendar days before the Key Personnel’s removal.
5. If Contractor fails to assign a replacement to shadow the removed Key Personnel for at least 30-calendar days, in addition to the \$5,000.00 credit specified above, Contractor will credit the State \$100.00 per calendar day for each day of the 30-calendar day shadow period that the replacement Key Personnel does not shadow the removed Key Personnel, up to \$3000.00 maximum per individual. The total Unauthorized Removal Credits that may be assessed per Unauthorized Removal and failure to provide 30-calendar days of shadowing will not exceed \$8,000.00 per individual.
6. Contractor acknowledges and agrees that each of the Unauthorized Removal Credits assessed above: (i) is a reasonable estimate of and compensation for the anticipated or actual harm to the State that may arise from the Unauthorized Removal, which would be impossible or very difficult to accurately estimate; and (ii) may, at the State’s option, be credited or set off against any fees or other charges payable to Contractor under this Contract.

1. Name	2. Role(s) / Responsibilities	3. Direct / Subcontract/ Contract	4. % of Work Time	5. Physical Location
Alan C. Young	Project Management	Direct	10- 20%	Detroit, MI
Van E. Conway	Project Management	Direct	10- 20%	Detroit, MI

1. Name	2. Role(s) / Responsibilities	3. Direct / Subcontract/ Contract	4. % of Work Time	5. Physical Location
Rajeev Shah	Project Management – Service D	Direct	100%	Detroit, MI
David W. Jones	Project Management – Service B	Direct	100%	Detroit, MI
Patrick W. Kelleher	Service B Project Team Member	Direct	100%	Detroit, MI
Molly K. Conway	Service B Project Team Member	Direct	100%	Detroit, MI
Luska German	Service B Project Team Member	Direct	100%	Detroit, MI
James Wilde	Service D Project Team Member	Direct	100%	Detroit, MI
Yonko D. Tsenkov	Service D Project Team Member	Direct	100%	Detroit, MI
Aaron C. Young	Service D Project Team Member	Direct	100%	Detroit, MI
Surender Gupta	Service B Project Team Member	Direct	100%	Detroit, MI
Rajwant Grewal	Service B Project Team Member	Direct	100%	Detroit, MI

### 3.5. Organizational Chart

The Contractor must provide an overall organizational chart that details staff members, by name and title, and subcontractors.

#### Contractor's Organization Chart:

# THE YOUNG CONWAY GROUP

*Organizational Chart As of February 2022*

The Young Conway Group  
Board of Directors

Alan C. Young  
Chairman & Chief Executive Officer / Senior Managing Director

Van E. Conway  
President / Senior Managing Director

Molly K. Conway Chief Administrative Officer / General Counsel / Managing Director	Rajeev Shah Chief Operations Officer / Senior Managing Director	
Mamie A. Green Firm Administrator	David W. Jones Senior Managing Director	Greg E. Roberts Senior Managing Director
Janice Whitfield Internal Accounting Clerk	Patrick W. Kelleher Managing Director	Yonko D. Tsenkov Director
Cynthia Charles Exec. Assistant/Receptionist	Luska German Managing Director	Surender Gupta Director
Carla Badya Administrative Assistant	James Wilde Managing Director	Loraie Grayson Senior Associate
	Aaron C. Young Director	Ervin S. Piontek Senior Associate
	Rajwant Grewal Director	Swapna R Diwekar Senior Associate
	Rakhi Kapoor Senior Associate	Sahar N. Khan Associate
	Aaron Agaronova Associate	Ji Tongle Associate
	Jin Ma Associate	Saloni N. Sawkar Associate
	Swati Ogale Associate	Kayla R. Alexander Associate
	Rob Treba Associate	Mary Fitch Associate

	Diamond Reynolds Associate	William Copland Associate
	Greg Scotland Associate	Inysia Kader Associate

### 3.6. Disclosure of Subcontractors

If the Contractor intends to utilize subcontractors, the Contractor must disclose the following:

- The legal business name; address; telephone number; a description of subcontractor's organization and the services it will provide; and information concerning subcontractor's ability to provide the Contract Activities.
- The relationship of the subcontractor to the Contractor.
- Whether the Contractor has a previous working experience with the subcontractor. If yes, provide the details of that previous relationship.
- A complete description of the Contract Activities that will be performed or provided by the subcontractor.

### 3.7. Security

The Contractor will be subject to the following security procedures:

#### Background Checks

- a. Contractor must perform background checks on all employees and subcontractors and its employees prior to their assignment as per requirements listed in Section 380.1230g in PA 451 of 1976 as amended. Documentation must be provided upon request to the State. Contractor is responsible for all costs associated with the processing of the background checks.
- b. The State reserves the right to request additional background checks at the discretion of state agencies or branches of state government as outlined in the Standard Contract Terms document.
- c. The Contract is contingent upon the Contractor's ability to supply workers capable of passing a criminal background check.
- d. The Contractor shall ensure background checks and drug testing requirements of sub-contractor employees are conducted as if the workers were the Contractor's employees when engaged in State projects.
- e. The Contractor must follow any and all additional safety and/or security procedures as dictated by the State or school district involved with any SOW.

## 4. Project Management

### 4.1. Project Plan

- A. Unless otherwise specified in the SOW, within five business day of the award of any SOW, the Contractor must submit, for final approval, a detailed project plan to the Program Manager. The final Project Plan must be in agreement with the Contractor's SOW proposal and accepted by the State. Detailed requirements will be outlined in the SOW but should identify items such as the required personnel; project management process; project breakdown identifying sub-projects, tasks, and resources required; expected frequency and mechanisms for updates/progress reviews; process for addressing issues/changes; and individuals responsible for receiving/reacting to the requested information, and the Contractor's organizational chart with names and title of personnel assigned to the project, which must align with the staffing stated as outlined in the Contract. Necessary substitutions due to change of employment status and other unforeseen circumstances may only be made with prior approval of the State.

#### **4.2. Meetings**

The State may request meetings, as it deems and as determined by individual SOWs. The Contractor shall make every effort to accommodate such meeting requests.

#### **4.3. Reporting**

The Contractor must submit, to the Program Manager, written reports as specified in the SOW. The Contractor must explain its reporting capabilities:

### **5. Pricing**

#### **5.1. Price Term**

Pricing is firm for the entire length of the Contract.

#### **5.2. Price Changes**

Adjustments will be based on changes in actual Contractor costs. Any request must be supported by written evidence documenting the change in costs. The State may consider sources, such as the Consumer Price Index; Producer Price Index; other pricing indices as needed; economic and industry data; manufacturer or supplier letters noting the increase in pricing; and any other data the State deems relevant.

Following the presentation of supporting documentation, both parties will have 30 days to review the information and prepare a written response. If the review reveals no need for modifications, pricing will remain unchanged unless mutually agreed to by the parties. If the review reveals that changes are needed, both

parties will negotiate such changes, for no longer than 30 days, unless extended by mutual agreement.

The Contractor remains responsible for Contract Activities at the current price for all orders received before the mutual execution of a Change Notice indicating the start date of the new Pricing Period.

## **6. Ordering**

### **6.1. Authorizing Document**

The appropriate authorizing document for the Contract will be a Delivery Order (DO) issued through the State of Michigan SIGMA system.

## **7. Invoice and Payment**

### **7.1. Invoice Requirements**

All invoices submitted to the State must include: (a) date; (b) purchase order; (c) quantity; (d) description of the Contract Activities; (e) unit price; (f) shipping cost (if any); (g) vendor-generated invoice number; and (h) total price. Overtime, holiday pay, and travel expenses will not be paid.

### **7.2. Payment Methods**

The State will make payment for Contract Activities will be made via Electronic Funds Transfer (EFT).

## **8. Transition**

End of Contract Data Conversion Responsibility: At the expiration or termination of this Contract, the Contractor must work with the State to ensure the transitional and operational continuity of the services under this Contract. The Contractor agrees to assist the State for a reasonable period of time that in no event will exceed 90 days after the expiration or termination date of this Contract and to assign key personnel as needed to assist in the transition.

## **9. Liquidated Damages**

Late or improper completion of the Contract Activities will cause loss and damage to the State and it would be impracticable and extremely difficult to fix the actual damage sustained by the State. Therefore, if there is late or improper completion of the Contract Activities the State is entitled to collect liquidated damages in the amount of \$500 and an additional \$25 per day for each day Contractor fails to remedy the late or improper completion of the Work in Schedule A and SOW requirements.



## SCHEDULE B - PRICING

### Contract No. 220000001026

Capital Improvement Plans, Architectural Services, School Financial Advisory Services - Operational, Academic Advisory Services and Project Consultant Services for Schools and Local Units of Government

1. Price proposals include all costs, including but not limited to, any one-time or set-up charges, fees, and potential costs that Contractor may charge the State (e.g., shipping and handling, per piece pricing, and palletizing).
2. Quick payment terms: 10% discount off invoice if paid within 7 days after receipt of invoice.

3. Pricing Table:

<b>Staff Member Position Title</b> <i>As identified in Schedule A – Section 3 - Staffing</i>	<b>Staff Member Resource Name</b>	<b>REVISED Base Years Hourly Rate</b> <i>List the Not to Exceed Hourly Rate</i>
A. CEO/Senior Managing Director	Alan C. Young	\$ 755
B. President/Senior Managing Director	Van E. Conway	\$ 755
C. Chief Operations Officer/Senior Managing Director	Rajeev Shah	\$ 565
D. Senior Managing Director	David W. Jones	\$ 565
E. Senior Managing Director	Greg E. Roberts	\$ 565
F. Managing Director	Patrick W. Kelleher	\$ 470
G. Managing Director	Molly K. Conway	\$ 470
H. Managing Director	Luska German	\$ 470
I. Managing Director	James Wilde	\$ 470

J. Director	Rajwant (Raj) Grewal	\$ 350
K. Director	Surender Gupta	\$ 350
L. Director	Yonko Tsenkov	\$ 350
M. Director	Aaron C. Young	\$ 350
N. Senior Associate	Swapna R. Diwekar	\$ 255
O. Senior Associate	Loraie Grayson	\$ 255
P. Senior Associate	Rakhi Kapoor	\$ 255
Q. Senior Associate	Ervin S. Piontek	\$ 255
R. Associate	Aaron Agaronova	\$ 180
S. Associate	Kayla R. Alexander	\$ 180
T. Associate	William Copland	\$ 180
U. Associate	Mary Fitch	\$ 180
V. Associate	Inysia Kader	\$ 180
W. Associate	Sahar N. Khan	\$ 180
X. Associate	Jin Ma	\$ 180
Y. Associate	Swati Ogale	\$ 180
Z. Associate	Diamond Reynolds	\$ 180
AA. Associate	Saloni N. Sawkar	\$ 180
BB. Associate	Greg Scotland	\$ 180
CC. Associate	Ji Tongle	\$ 180
DD. Associate	Rob Treba	\$ 180

